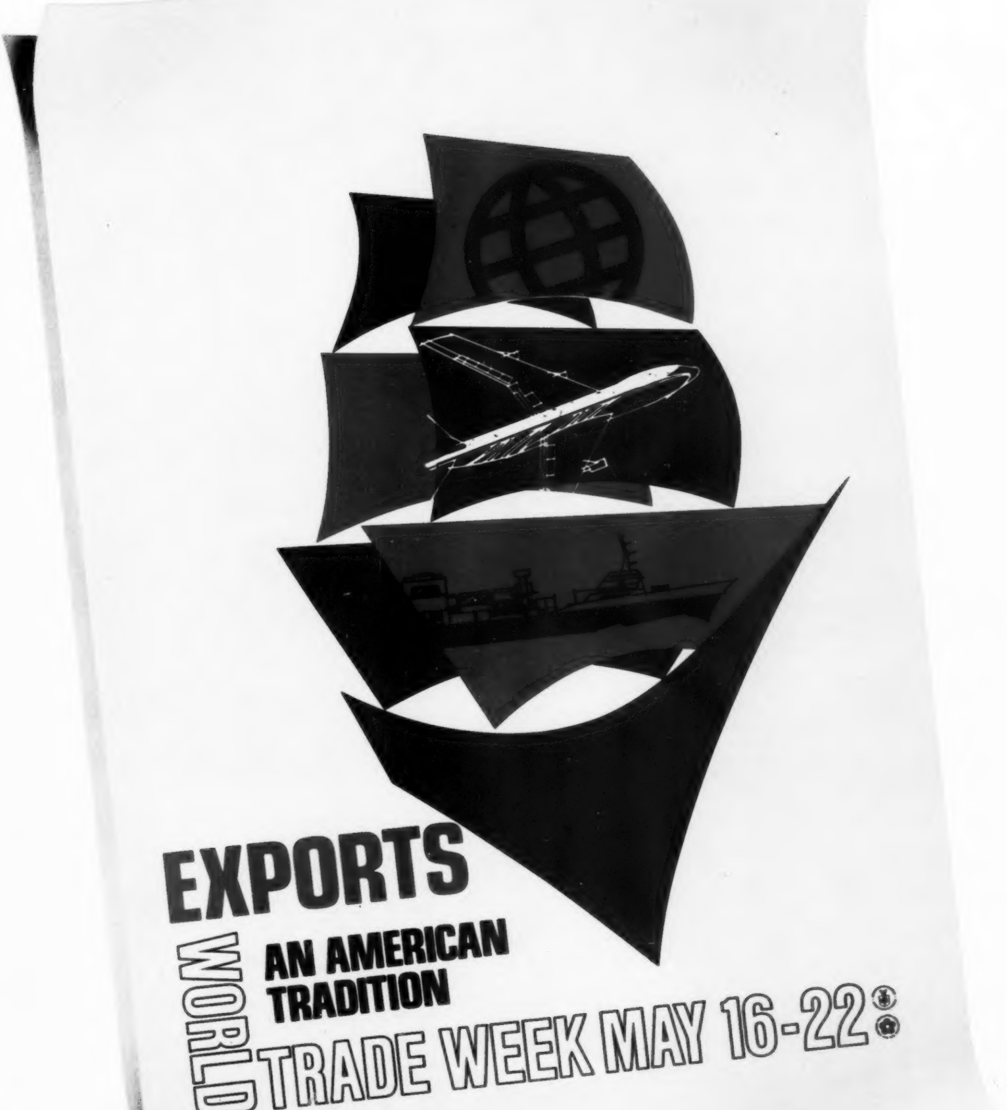
COMMERCE AMERICA

FORMERLY COMMERCE TODAY

U.S. Department of Commerce / May 10, 1976


EXPORTS
AN AMERICAN TRADITION
WORLD TRADE WEEK MAY 16-22

Newsmemo

A new international code of conduct can help end the LDC-MNC deadlock. So believes Commerce Secretary Elliot Richardson, who refers to the Less Developed Countries' resentments out of their troubled colonial pasts, and the Multinational Corporations' fears of harsh expropriations. He told the recent Chicago World Trade Conference that such a code can be hammered out today: "I think both the opportunity and the need are great enough to dictate compromise, by both companies and countries."

Shifting market patterns are holding down the number of new department stores. The major general merchandise chains opened few new outlets in 1975, and similarly low openings are expected through 1976. Economic uncertainties in recent years have brought a general trend of conservative retailer expansion. The lead time required to build and open a new department store is approximately four years. Retailers in the past positioned new stores in anticipation of continued suburban expansion. Indications that suburban growth may have peaked are causing store planners to adopt a waiting attitude.

Soaring product liability insurance costs are forcing some capital equipment producers to provide their own protection. Some large firms with adequate resources have already become self-insurers. The National Machine Tool Builders' Association has moved to form a non-profit insurance company to provide general-type product liability insurance for tool builders. This insurance arm will begin operation at a nominal cost, with a minimum of 12 companies becoming shareholders. An annual premium volume of at least $1.5 million is considered necessary to provide coverage in amounts ranging up to $500,000 per claim.

Solid waste processing to recover resources continues to attract state and private attention. Eight U.S. waste recovery plants are now in operation and three others are nearing completion. Fifteen additional major projects have been announced. Most operating plants are in the shakedown stage and the large costs involved may slow development of certain systems. Connecticut's Resources Recovery Authority awarded a $52 million contract in March to build the first of eight plants in a statewide system. A similar, privately-financed facility has begun operation in Saugus, Mass., and other plants are nearing completion in Chicago, New Orleans, and San Diego.

Food shoppers tend to lose their price awareness when they can't see prices on packages. A recent study by the food industry has reached this conclusion. Consumer groups and labor unions have worked to keep prices visible on individual packages, in the face of the advent of computer-assisted checkout systems that would only need coded markings. A public policy group within the food industry is now recommending that stores using computerized checkout follow the traditional system of price marking. The group feels that this voluntary assist to comparison shopping is better than possible legislative mandates.

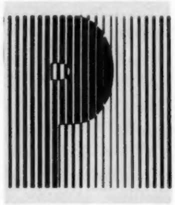
Will Johnny come marching home again, hurrah? That depends a lot on the job picture and moving costs. Census Bureau research shows that the return of a discharged member of the armed forces often depends on how green the economic pastures are near his last duty station. In the 1965-70 period of the study this meant substantial net migration from Northeastern and North Central states to the South and Southwest. The author of the study, Dr. John F. Long, points out that new trends may emerge today, however. Now there is a volunteer army and different employment and income situations. From 1965 to 1970, 14.2 percent of Americans who moved from one region to another were military personnel.

Keep looking ahead, American industry. That's the call of the Chicago Association of Commerce and Industry to U.S. firms being recruited for the Chicago International Trade Exposition this summer. The July 1-18 event at the remodeled Navy Pier will have a New Products and Services section that is being especially featured. Chicago expects its exposition to be the largest trade show in the U.S. during the Bicentennial, attracting up to 25,000 buyers and 500,000 visitors.

COMMERCE AMERICA
FORMERLY COMMERCE TODAY

CONTENTS

Vol. 1, No. 10, May 10, 1976



4

Investment From Abroad: A $26.5 Billion Plus

New Commerce Department study provides first comprehensive figures on this subject; 10,200 firms are covered in survey of enterprises under foreign control.

7

World Trade Week Celebrates Exporting As American Tradition

Civic ceremonies throughout the country will call attention to the importance of foreign trade to U.S. economic life. Observance this year is 50th in series.

2 **Economic Highlights**

The rising trend in exports of U.S. goods to nations that produce oil, other commodities emphasize two-way nature of foreign trade.

11 **Energy Management Digest**

12 **Domestic Business Report**

Programs teach potential census data users how to gain access to information—Nationwide network of high-level Commerce regional representatives takes shape—Industry's energy use leveling off, but bills keep rising—Census report reviews progress of U.S. women in 20th century—Business management's aid sought in study of workers' compensation practices—Los Angeles plans world fair to mark its 1981 bicentennial—Corporate profits at $132 billion annual rate during fourth quarter.

20 **International Commerce Report**

Anti-pollution equipment mission reports on markets in Brazil, Colombia—Timber industries equipment mission in Philippines, Malaysia—Multilateral Trade Negotiations developments—Technical sales seminar in Sudan, Botswana—Reports on U.S. Trade Center exhibitions in Tokyo, Paris, Milan—Economic conditions in Saudi Arabia, Netherlands, Norway, Liberia, Afghanistan—Calendar for World Traders (special World Trade Week events)—Monthly schedule of Commerce sales promotions abroad—Opportunities in licensing, investment, sales, construction.

COVER: Some 25,000 copies of this year's World Trade Week poster, which reflects America's long tradition of free and open commerce with other nations, are being distributed to export councils, trade associations, local Chambers of Commerce and Commerce Department District Offices. Story on the 50th observance of Trade Week begins on page 7.

U.S. DEPARTMENT OF COMMERCE

ELLIOT L. RICHARDSON
Secretary

JAMES A. BAKER, III
Under Secretary

HORACE S. WEBB
Director of Communications

RICHARD BALENTINE
Editor

CLARENCE M. ZENS
Associate Editor, International Commerce

ARTHUR McDERMOTT
Associate Editor, Domestic Business

CHARLES MESSINA, JR.
Graphics Coordinator

Staff Writers:
Douglas F. Carroll, Felix Cotten, Margaret L. Hanson, Leslie Wilder.

Published biweekly by the U.S. Department of Commerce, Washington, D.C. Annual subscription rate $29.80 ($7.45 additional for foreign mailing, $5.75 additional for domestic air mailing). Single copy $1.15. Make checks or money orders payable to Superintendent of Documents and mail to Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, or to any U.S. Department of Commerce District Office.

All subscription inquiries and address changes should be sent to the Superintendent of Documents, at the above address. This is the central distribution agency for U.S. Government publications.

Microfiche copy available at $2.25 per issue from National Technical Information Service, Springfield, Virginia 22151. Other inquiries should be sent to the U.S. Department of Commerce, 14th Street and Constitution Avenue, NW., Washington, D.C. 20230.

Contents of this publication are not copyrighted unless indicated, and if not so indicated, the articles may be reproduced in part or in full without any prior consent. The Secretary of Commerce has determined that the publication of this periodical is necessary in the transaction of the public business required by law of this department. Use of funds for printing this periodical has been approved by the Director of the Office of Management and Budget through August 31, 1976.

ECONOMIC HIGHLIGHTS

Foreign Trade Is A Two-Way Street For Suppliers Of Oil, Commodities

Economic Highlights is prepared by Maynard Comiez, Acting Chief Economist for the Department of Commerce.

Within a period of 18 months the U.S. foreign trade balance swung from an unprecedented string of monthly deficits to a record surplus—and then back again to relatively small deficits. Similar but less pronounced shifts in trade in past years often were attributable to differences in timing of business cycles in the United States and other industrialized countries—those nations that provide the largest markets for U.S. exports. However, the shifts from late 1974 to early 1976—and particularly the growth in exports in 1975—resulted mainly from volatile changes in trade with developing nations.

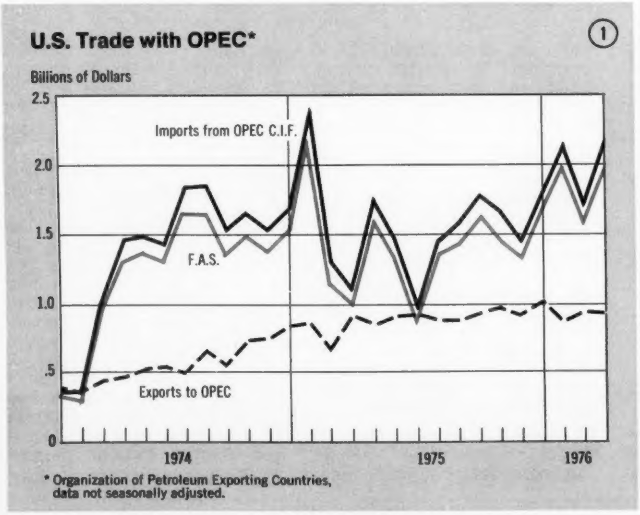
This article discusses in aggregate terms both the direct and indirect effects of fluctuations in the value of imports of petroleum and other commodities that are the principal exports of developing countries. Some of these developments provide an interesting illustration of the two-way nature of foreign trade.

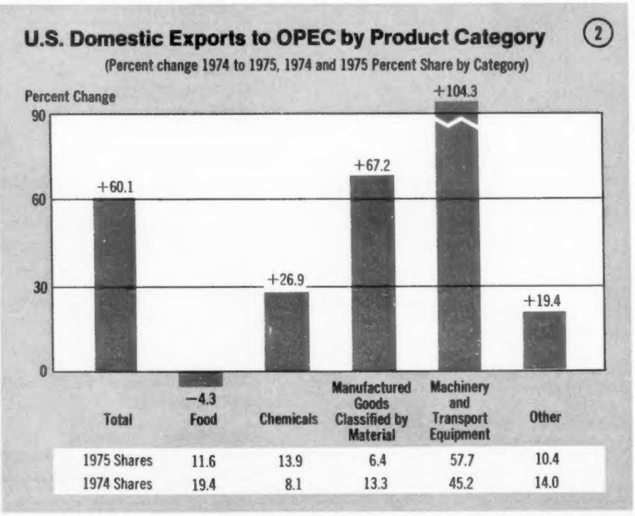
Information also is presented on a method of valuing imports that may receive more public notice in the future. This method includes cost, insurance and freight (c.i.f.). Insurance and freight may become increasingly important elements in the effective cost of petroleum imports and perhaps some other commodities as well.

Since 1973, the dramatic increases in prices of crude petroleum imports, and increases in quantity as well, obviously have had a major impact on U.S. foreign trade and the domestic economy. In addition, there have been major rises in prices of other commodities that are supplied largely by developing countries. Even with an increase of about 400 percent in the price of crude petroleum, the quantity of U.S. crude oil imports increased almost 16 percent from 1973 to 1975. Despite the erratic movements in oil imports, as shown in Chart 4, it is clear that demand for petroleum increased significantly as the domestic economy's recovery began accelerating in the last half of 1975. Events that caused much of the month-to-month volatility are noted in Chart 4.

The indirect effects of a sharply increased dollar volume of U.S. imports from developing countries are indicated in Chart 5. The countries which sell petroleum to the United States purchased only 6.8 percent of all U.S. exports in 1972, but this jumped to 11.7 percent in 1975. They accounted for only about 8 percent of the growth in U.S. exports four years ago compared to an incredible 48.5 percent last year. The growth in the value of U.S. exports to all developing countries accounted for a major share of the total growth in U.S. exports and more than half of the $11 billion trade surplus. Total imports declined about $4 billion in 1975.

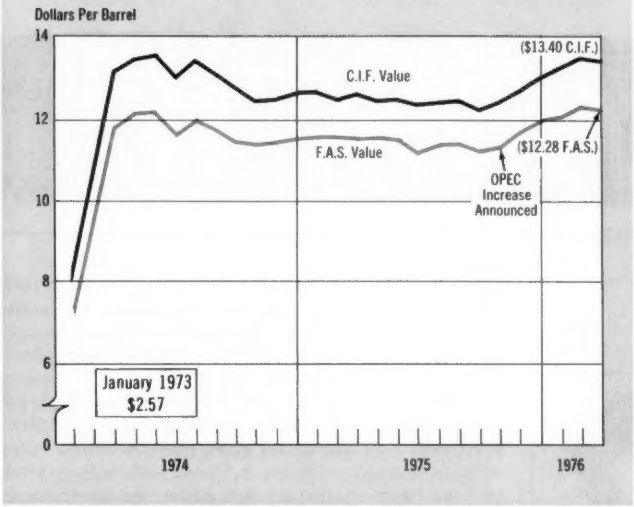
The major portion of the export increase to OPEC nations in 1975 was due to a doubling of exports of machinery and transport equipment, and significant gains in two other categories: manufactured goods classified by material (metals, textiles, etc.) and chemicals. A large contract with Iran for trucks and heavy equipment undoubtedly was a factor in the 1975 increase in machinery and transport equipment exports and recent declines reflect the completion of the contract in late 1975. Significant rises in exports to the other developing countries in 1973, 1974 and 1975 resulted directly and indirectly from increases in prices of



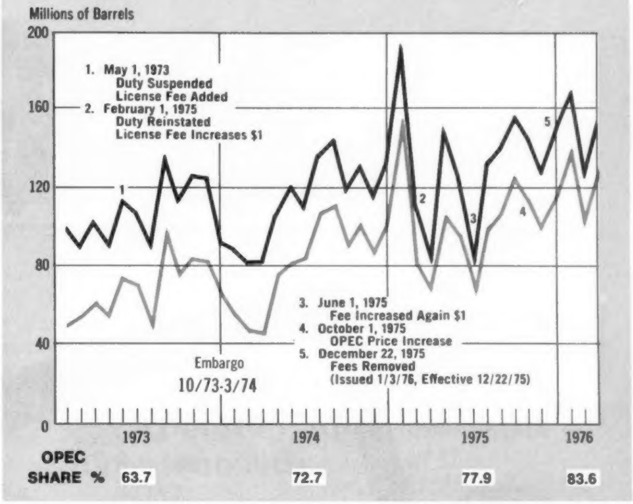


	Total	Food	Chemicals	Manufactured Goods Classified by Material	Machinery and Transport Equipment	Other
1975 Shares		11.6	13.9	6.4	57.7	10.4
1974 Shares		19.4	8.1	13.3	45.2	14.0

Unit Value—U.S. Crude Petroleum Imports from OPEC ③



Crude Petroleum Imports—Total and OPEC ④



1. May 1, 1973
Duty Suspended
License Fee Added
2. February 1, 1975
Duty Reinstated
License Fee Increases $1
3. June 1, 1975
Fee Increased Again $1
4. October 1, 1975
OPEC Price Increase
5. December 22, 1975
Fees Removed
(Issued 1/3/76, Effective 12/22/75)

commodities, such as sugar and bauxite, they provide to the United States.

The purchasing power of the 13 member nations of OPEC has of course been greatly strengthened by the petroleum price increases and the rising demand for imported oil in this country. Furthermore, OPEC has provided an increasingly larger share of American oil imports; they supplied about 84 percent in the first quarter of this year compared with 64 percent in 1973.

The effects of the c.i.f. valuation method in regard to petroleum are indicated in the table and in Chart 3. Imports generally are reported in f.a.s. (free alongside ship) values; thus, the difference between f.a.s. and c.i.f. costs per barrel provide an indication of the cost of shipping a barrel of oil from its source to the United States. The f.a.s. figures reflect the actual transaction and, in general, all charges incurred in placing the merchandise alongside the carrier in the port of origination. In computing c.i.f., the cost portion is based on transactions between unrelated parties even though about half of petroleum imports represent transactions between related parties. The c.i.f. values, which were not compiled before 1974, are likely to become increasingly important in regard to petroleum because of steadily rising demand and the probability of a recovery in tanker rates from the depressed levels of 1975. It should be noted that some variation in average values per barrel are due to shifts in the mix of various types of crude petroleum (sulfur content, gravity, yield, etc.).

The use of c.i.f. values has the effect of increasing the value of U.S. imports in 1975 by almost $7 billion; thus, the surplus of $11 billion in 1975 is only $3.8 billion if the c.i.f. values are used for imports.

Despite a leveling in U.S. exports to OPEC countries in early 1976, these nations will remain strong buyers of American products. Moreover, there should be a strong revival of exports to the major industrialized countries in the months ahead since their economies now appear to be rebounding strongly from one of the most pervasive and depressing recessions in many years. ☆

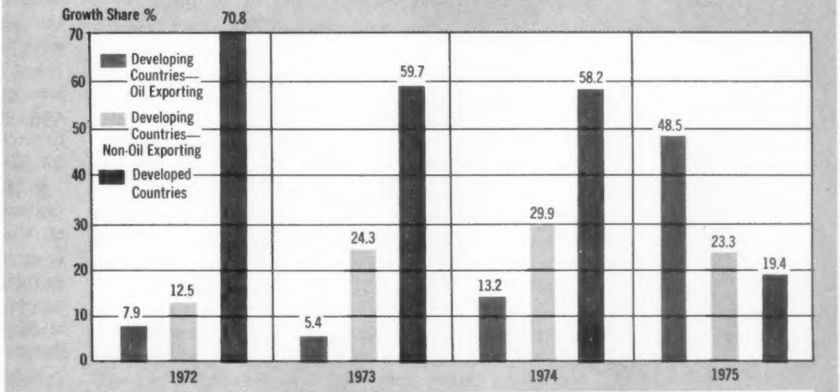
Dollars Per Barrel, Selected Months—U.S. Crude Petroleum Imports

	OPEC		Non-OPEC		Total	
	f.a.s.	c.i.f.	f.a.s	c.i.f.	f.a.s	c.i.f
January 1973*	$2.57		$2.92		$2.74	
May 1974	12.22	13.47	10.81	10.99	11.78	12.69
October 1974	11.40	12.50	12.29	12.41	11.60	12.48
June 1975	11.27	12.43	11.74	11.94	11.40	12.30
August 1975	11.41	12.47	11.29	11.46	11.38	12.25
October 1975	11.35	12.47	11.81	12.00	11.46	12.36
March 1976	12.28	13.40	12.69	12.98	12.34	13.33

*Customs value, c.i.f. and f.a.s. import values were not available until January 1974.

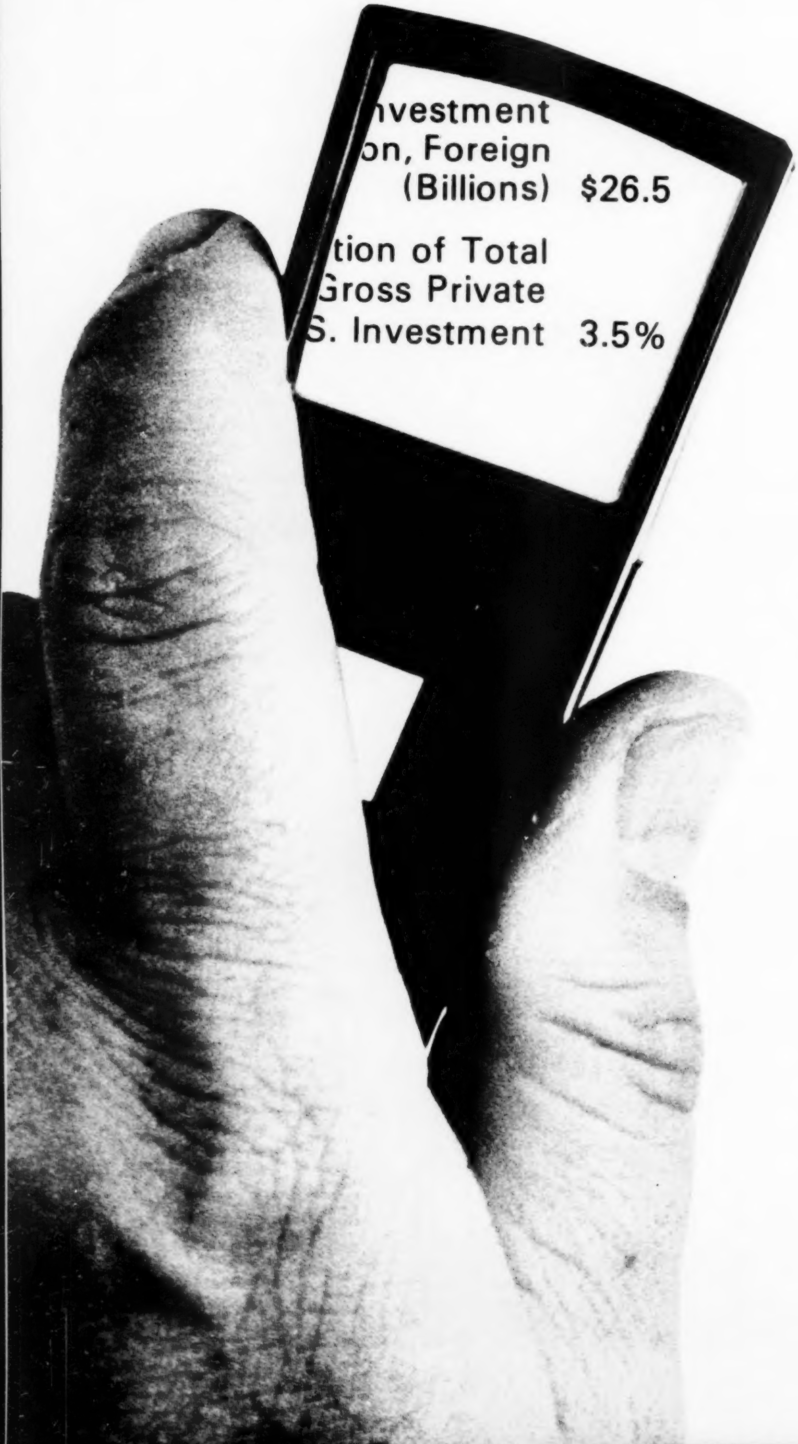
Source: Bureau of the Census.

U.S. Exports—Growth Shares by Selected Country Groups ⑤



	1972			1973			1974			1975		
Export Share %	6.8	22.5	69.0	6.3	23.1	66.2	8.2	25.0	64.0	11.7	24.8	60.2
Import Share %	6.7	19.1	73.4	9.1	20.1	69.9	20.4	18.9	59.6	22.3	18.5	58.2

investment from abroad: $26.5 BILLION



The first comprehensive study of foreign direct investment in the United States, just completed by the Commerce Department, does not support change in the traditional American open-door policy toward investment from abroad.

Commerce officials, who presented an outline of the results of the study to Congress this month, commented at the same time that in maintaining wide acceptance of such a liberal policy it is vital to have "a continued awareness in the government and on the part of the general public of foreign investment activity and its implications."

The statistical backbone to the study was derived from 7,200 responses covering 10,200 U.S. enterprises in which foreigners had at least a 10 percent voting interest. This body of figures provides the following picture:

▶ The foreign direct investment position in the U.S. was $26.5 billion at the end of 1974. Of this, $21.0 billion consisted of foreign equity investment in incorporated U.S. affiliates. Outstanding net loans to incorporated affiliates were $4.4 billion. The remaining $1.1 billion was investment in unincorporated affiliates.

▶ Foreign direct investment was about 3.5 percent of total U.S. nonresidential gross private domestic investment. Total employment of the foreign-owned companies: just under 2 percent of U.S. private non-agricultural employment.

▶ The United Kingdom, Canada and the Netherlands had the largest proportion of the total direct investment, each about one-fifth. Japan had only 1 percent, as loans of U.S. affiliates to Japanese parents largely offset the inward investment. A 9 percent share nominally representing Latin America came principally from Caribbean holding companies. The Middle East's 7 percent share was almost entirely due to one government's participation in a U.S.-incorporated petroleum company with operating assets in that country.

▶ About one-third of the investment position was in U.S. manufacturing, mainly chemicals, food, and machinery. Petroleum, and the grouping of finance, insurance and real estate, each accounted for about one-fourth of the total.

▶ Manufacturing facilities owned by foreign investors account for no more than 6 percent in any of the broad industrial categories (except petroleum, where they account for 13 percent of U.S. refining activity). Of total U.S. commercial bank assets, 7 percent are foreign-controlled, in insurance the proportion is 5 percent of premium income.

▶ Almost 60 percent of the investment position was in wholly-foreign-owned enterprises. Most of the remainder was in affiliates owned 50-99 precent by foreigners.

ON PLUS SIDE

▸ In 1974 the foreign direct investment position increased $5.1 billion, representing net capital inflows of $3.8 billion, reinvested earnings of $1.6 billion, and some small negative valuation adjustments.

▸ Foreign parents' return on their direct invesment position in 1974 was $6.6 billion, of which $5.1 billion was distributed to the parents. Most of this was accounted for by the Middle East government mentioned above.

These and other highlights were presented May 3 to a subcommittee of the Senate Commerce Committee by Milton A. Berger, who directs Commerce's Office of Foreign Investment in the U.S., and George Kruer, who is chief of the International Investment Division of Commerce's Bureau of Economic Analysis. They drew their testimony from an 18-month effort that is resulting in a nine-volume, 2,500-page report, due to be published later this month.

The study, and a companion study of foreign portfolio investment by the Treasury Department. were called for under the Foreign Investment Study Act of 1974. The first volume of the Commerce study consists of an analysis, conclusions and recommendations. The second contains 132 tables in a statistical benchmark survey—a long-awaited successor to 1959 benchmark figures that have been used since their publication in 1962. The other seven volumes consist of background staff studies and reports by other agencies and private contractors. They add up to the first truly comprehensive picture of foreign direct investments in the U.S. ever put together.

In connection with the Commerce study, a report was required of every business enterprise subject to the jurisdiction of the United States in which a foreign person had, at any time during 1974, a direct and/or indirect ownership of 10 percent or more of the voting securities of an incorporated business enterprise or an equivalent interest in an unincorporated enterprise. Approximately 7,200 reports were filed. Because of consolidation they cover about 10,200 U.S. legal entities.

The data provide measures of direct investment activity for the year 1974, consisting of: 1) foreign parents' direct investment position in their U.S. affiliates; 2) directly measurable U.S. balance of payments transactions between the U.S. affiliates and their foreign parents, including international trade flows; 3) foreign parents' shares in the earnings of their U.S. affiliates; 4) U.S. affiliates' balance sheets and related financial data; 5) U.S. affiliates' income statements and related financial data and 6) other miscellaneous data, including land owned and leased, and employment and property, plant and equipment by state.

Results of a companion benchmark survey on foreign portfolio investment in the U.S., conducted by the Treasury Department and presented simultaneously with the Commerce direct investment study, show:

Total at the end of 1974, approximately $67 billion, of which about $25 billion was in stocks, $16 billion in corporate bonds, and nearly $26 billion in U.S. Government bonds and notes (using this survey as a base, and adding 1975 monthly data, a 1975 year-end figure of $86 billion was derived, of which $37 billion was in stocks).

Five countries: Switzerland, the U.K., Canada, Netherlands and France accounted for nearly 75 percent of total foreign stock holdings. Principal foreign investment motivations, reported in interviews, were these: expectations of long-term capital gains, relative economic and political stability here, large size of the U.S. market and its careful regulation, great range of choice, and the efficiency and salesmanship of U.S. securities traders.

The upshot: "Foreigners as a whole have been net purchasers of U.S. stocks in (almost every recent) year, thus they have on balance tended to strengthen stock prices. Generally, our conclusion is that more participation in our markets tends to make them deeper and more efficient. Thus, foreign participation is beneficial," summarized Assistant Treasury Secretary Gerald L. Parsky.

In addition to the findings of the benchmark survey, there are findings and conclusions in various analytical studies contributing to the report. These studies were carried out by Commerce Department staff and other Federal Government agencies, and through ten consulting contracts.

They cover foreign investment motivation, financing mechanisms, labor and management practices, industrial and geographic concentration of foreign direct investments, applicable state and federal law, accounting and financial reporting practices, taxation of foreign investments, technology flows related to U.S. affiliates of foreign companies, and problems of data gathering.

Two basic types of motivating forces account for the growth in recent foreign direct investments in the United States and these are expected to continue. First, there is the pull caused by the large U.S. market, relatively favorable labor conditions, and in some cases, access to comparatively inex-

It is the first truly comprehensive picture of foreign direct investment in the United States.

We need continued awareness in the government and on the part of the general public of foreign investment activity.

pensive raw materials or special technologies. Second is the push of overall economic conditions in other developed countries accompanied by the increased financial, technical and managerial capabilities of foreign firms for undertaking large-scale overseas investments.

Foreign firms of Western Europe and Japan that had developed export markets in the years following World War II by the late 1960s or early 1970s had caught up with U.S. firms in technological and management skills. This factor, accompanied by the gradual equalization of U.S. labor costs with those abroad, and two dollar devaluations, led some foreign firms to serve the U.S. market by establishing or acquiring plants in the United States. Access to raw materials was important in other cases, particularly in Japanese investments in timber and coal, partly through long-term supply contracts.

Foreign firms use many sources and combinations of sources of funds in financing their investments in the United States. The use of foreign sources is significant, particularly in the initial investment stage. However, in 1974 U.S. banks and other U.S. sources were the largest suppliers of capital for all foreign-owned affiliates in the United States.

An investigation of the management and labor practices of foreign-owned subsidiaries in the United States, carried out as part of the Commerce study, found that practices of such companies were generally similar to traditional U.S. practices. In most of these companies employment increases resulted from the investment—whether start-ups or acquisitions. U.S. nationals were found to predominate in managerial positions. Although it was not possible to investigate all aspects of labor-management practices, the findings indicate a not unfavorable impact on the U.S. economy and U.S. working conditions.

Foreign direct investment is not the predominant vehicle for the transfer of technology into or out of the United States. However, technology transfers associated with such investment are significant. In the area of product and process technology, the net balance appears to be into the United States, but in the area of management innovations and marketing techniques the net flow appears to be outward.

U.S. taxation is not a key determinant in the basic decision to make a direct foreign investment in the United States, although it bears on choices of financing methods, business strategy and the disposition of earnings. Tax treaties, home country exemptions and foreign tax credits moderate the burden of the U.S. tax.

For the nation as a whole, the study has not found a strong factual basis for concern about foreign ownership of agricultural land and other real estate. However, the inadequacy of data in this field, together with the use of indirect means of obtaining ownership and techniques to avoid ownership disclosure, results in much uncertainty as to the amount and nature of land owned by aliens, except for a few local areas for which special investigations have been undertaken and summarized in the Commerce report. There is held to be a need for further investigation.

The Federal Government's collection of data on foreign direct investment is scattered among many agencies and coordination of these activities is being undertaken. With the establishment of the interagency Committee on Foreign Investment in the United States and the Office of Foreign Investment in the United States within the Commerce Department, a framework now exists for improving the collection and analysis of pertinent data. Also, the 1974 benchmark survey provides more complete data than was previously available.

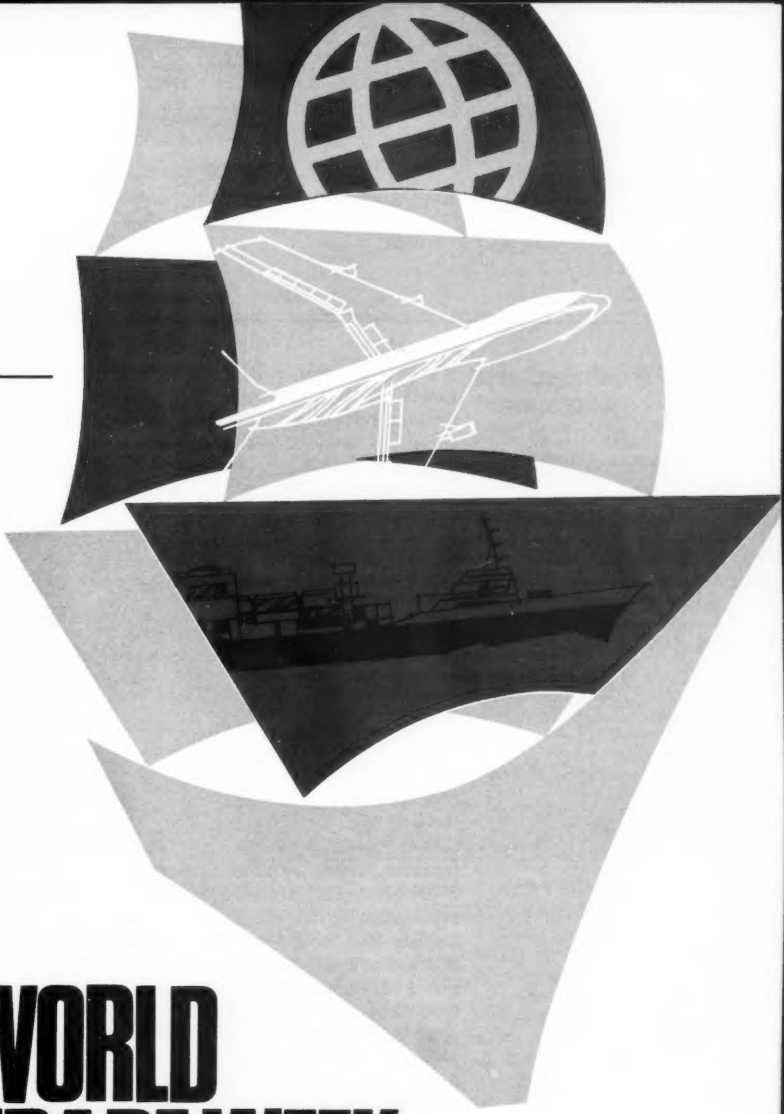
However, additional regular mandatory statistical surveys, and a regular statistical collection program not now possible under present legislative authority, are said to be needed to provide continuing current data and special studies. ☆

The nine-volume Commerce Department study on Foreign Direct Investment in the United States will soon be delivered to Congress and made available for purchase, and an announcement will be published in a forthcoming issue of *Commerce America*.

The full set will cost $36.25. Volumes 1 & 2, the Secretary of Commerce's report, comprising the general analysis, conclusions and recommendations, and the 132-table benchmark survey, is being offered as a unit at $6. The other volumes, containing 18 appendices, have the following prices:

Volume 3, on Industrial and Geographic Concentration of Foreign Direct Investment, $4; Volume 4, on five areas: Energy, Selected Natural Resources, Commercial Fisheries, Grain Trade, and Banking, $2; Volume 5, on Investment Motivation, Financing, and Management and Labor Practices, $7.

Volume 6, on Taxation, $4; Volume 7, on Federal and State Law, $5.40; Volume 8, on Foreign Investment in Land, and Land Law, $4, and Volume 9, on Policies and Laws of Other Countries, Transfer of Technology, Accounting, Federal Agency Sources of Data, and a Bibliography, $3.85.



WORLD TRADE WEEK

Celebrates Exporting As American Tradition

The 50th observance of World Trade Week this month will have a long-range outlook, focusing on the contribution that international commerce has made to American prosperity during the first 200 years, and the benefits that renewed expansion of world trade can bring in the next century.

Business and government officials will be meeting with audiences all over the country during the week of May 16-22 to stress the importance of American commercial relationships with the rest of the world to the maintenance of a strong and growing economy.

President Ford set the tone in his proclamation: "The patriots who declared independence in 1776 set the United States on the path to leadership in the interdependent world of 1976. Their action enabled us, over a period of two centuries, to construct a firm foundation of commercial alliances with nations around the globe." The President noted that trade "remains indispensable as we look to the new horizons of our third century."

Secretary of Commerce Elliot Richardson observed that "In our Bicentennial year, World Trade Week is an especially fitting time to celebrate exporting as an American tradition. It also is a time for us to reassert the will and the wisdom that enable the United States to play a full part in maintaining world prosperity."

Secretary Richardson, who will be in Dallas for the 3rd Annual International Trade Conference of the Southwest, heads the list of Department officials who will be featured speakers at various World Trade Week events around the country. Under Secretary James A. Baker will address a World Trade Day luncheon gathering in New York. Donald E. Johnson, Acting Assistant Secretary for Domestic and International Business, has speaking engagements in St. Louis, New Orleans and Jacksonville, while Assistant Secretary for Tourism Creighton Holden will be featured at a Las Vegas conference and Betsy Ancker-Johnson, Assistant Secretary for Science and Technology, will be the main speaker at a Santa Clara gathering. Deputy Under Secretary John W. Eden will be in Milwaukee for the 12th Wisconsin International Trade Conference and in Des Moines for the 5th Governor's Conference on Export Expansion.

Deputy Assistant Secretary Charles W. Hostler is to speak in Dallas, and Deputy Assistant Secretary Alan Polansky will be in Reno and Denver for World Trade Week luncheon speaking engagements.

(Exact dates and places of most events noted in this article are listed on page 30.)

World Trade Week observances include a number of major regional conferences that each year draw participants from several states. Among them are the 3rd International Trade Conference of the Southwest in Dallas, noted earlier; the 11th Ohio Valley International Trade Conference, in Louisville this year; and the 20th Tri-City World Trade Meeting at Syracuse, with participation of Buffalo and Rochester.

Special World Trade Week events dot the various programs. The Memphis Area Chamber of Commerce is giving exporters the opportunity not only to hear about international trade, but also to see how some of the steps are carried out, with plant demonstrations of special packaging and advertising techniques applicable to international selling. South Carolina television viewers will see a special statewide salute to exporting that will feature Commerce, state government and private business officials discussing the importance of exporting to South Carolina. The New Orleans Commerce District Office has designed a special World Trade

Business and government officials will be meeting with audiences all over the country.

Week Flag that will be the focus of an international flag display at the International Trade Mart. Omaha television and radio stations will air features on local exporters' success stories during World Trade Week. A parade through downtown Cleveland will kick off festivities there.

For radio stations that want to participate in observance of the World Trade Week tradition, the Commerce Department, with volunteer assistance of the Advertising Council, Inc., and Marsteller, Inc., has prepared recordings which dramatize this important annual milestone in the national economy. The radio spots emphasize the role that exports have played in developing the economic strength of our nation.

Representatives of a number of firms will be in Washington, D.C., during World Trade Week to accept the Presidential "E" Award for export excellence on behalf of their companies. Honorees include Brewster, Leeds & Co., New York; Kahlsico International Corp., El Cajon, Calif.; Sontrix, Inc., Boulder, Colo.; Quality Boiler & Machine Works, Thibodaux, La.; Dummann World Trade Co., Inc., Milwaukee; Pillar Corp., Milwaukee; Penn Brass & Copper Co., Erie, Pa.; The Commercial Export Co. of Texas, Inc., Nacogdoches, Tex.; Modular Computer Systems, Inc., Fort Lauderdale; Associated Manufacturers International Corp., Miami; Townsend Engineering Co., Des Moines; Gold Kist Inc., Atlanta; and Advance Floor Machine Co., Spring Park, Minn.

In the New York-New Jersey area, observances are being coordinated by the World Trade Week Committee of the New York-New Jersey Port Authority. The World Trade Club of New York will present its annual "Man of the Year" award at the World Trade Day luncheon noted earlier. Long Island companies will be exhibiting their products and services at the Fourth Annual International Trade Exposition, sponsored by the World Trade Club of the Long Island Association of Commerce and Industry. Port of New York and New Jersey Day will feature a tour of the newly-opened Observation Deck atop the Two World Trade Center skyscraper while Mayor Abraham Beame, in a Bicentennial Salute to World Trade, will present certificates of appreciation to the oldest firms in New York engaged in international commerce.

Other events in New York include a Rotary International Salute to World Trade and a World Trade Writers Assn. Newsmaker luncheon at the U.S. Mission to the United Nations. On National Maritime Day a U.S. Coast Guard cutter will depart from the Battery to cast wreaths into the bay to honor those who have lost their lives at sea. Luncheon meetings will be held during the week by the FCIB Drug, Chemical & Food Export Club, and the International Executives Assn., while the World Trade Institute has scheduled a workshop on International Tax Compliance. Sidney L. Jones, Assistant Treasury Secretary for Economic Policy, is to speak at an "Apparel Overseas Profit Opportunities" seminar of the American Apparel Manufacturers Assn.

At New Jersey's 9th World Trade Conference, at Newark, Commerce, state government and industry join forces to focus on New Jersey's potential for economic growth through world trade.

For the 20th time, the three world trade clubs of Upstate New York will celebrate World Trade Week with a joint dinner meeting. This year, the Tri-City World Trade Meeting will be hosted by The World Commerce Assn. of Central New York, at Syracuse. Members of the World Trade Council of the Rochester Area Chamber of Commerce, Inc., and the Buffalo World Trade Assn. will join with the World Commerce Assn. to hear a keynote address from William Seawell, Board Chairman of Pan American World Airways.

The Commerce Boston District Office is involved in meetings at Worcester and Springfield during the week. Worcester business persons may attend an Export Workshop Proposals and Documentation seminar, while the Springfield session will focus on International Finance and Marine Insurance. The Small Business Administration and local Chambers of Commerce are also sponsoring the events.

The Ohio Valley International Trade Conference is annually one of that area's major events. The three-state affair rotates between Ohio, Indiana and Kentucky. This year, in Louisville, Memphis Commerce District Office Director Bradford H. Rice will moderate a panel and participate as a

PRESIDENT NOTES TRADE ROLE

President Ford has called upon Americans to join "in observing World Trade Week with appropriate activities and ceremonies." The President also made these observations in his proclamation:

> When our Nation's founders met two hundred years ago in Philadelphia to declare our independence, they categorized in unambiguous terms the reasons that compelled them to embark upon such a momentous and irrevocable course. "Cutting off our Trade with all Parts of the World" was high on the list of grievances.
>
> America's performance in the world market place is a true measure of the quality of American products, the extent of American ingenuity, and the dedication of American labor and industry to international commerce. Trade has been indispensable to our economic growth, to the greater wellbeing of our citizens, and to peaceful progress in our relationships abroad. It remains indispensable as we look to the new horizons of our third century.

speaker. Regular monthly meetings of local world trade groups will be held during the week at Cincinnati, Dayton and Columbus, and the Southern Ohio District Export Council is planning a special TV show in Dayton.

"Cleveland, Ohio, and the World" will be the theme for the World Trade Show to be held at Cleveland Convention Center; Yugoslavia and Italy are among a number of foreign countries that will participate. A two-day seminar at the Sheraton-Cleveland titled "Intermodal Techniques — New Profits in Foreign Commerce" will be sponsored by The Containerization Institute, Inc., and The Ohio Foreign Commerce Assn. The Institute for Advanced Technology in joint sponsorship with Worldtech will present a seminar titled "Technology Marketing: An Answer to Business Growth."

Philadelphia and Pittsburgh's push to promote world trade came earlier this month at the First Pennsylvania International Trade Conference, which featured the appearance of Commerce Secretary Richardson and Gov. Milton Shapp. In addition, the World Trade Assn. of Philadelphia, Inc., is including as part of World Trade Week a Bicentennial Celebration, and the Mayor's Committee for World Trade Week is planning a luncheon and tour at the Packer Ave. Marine Terminal in Philadelphia.

"Doing Business with Japan" will be explored by a panel of government and industry spokesmen from both Japan and the United States and 30 executives representing small and medium-sized corporations in the greater Chicago area. Heading the representatives of the Chicago Commerce District Office will be Gerald M. Marks, Director.

The University of Michigan's Graduate School of Business Administration is in the World Trade Week scene with a seminar on "World Markets for Machine Tools" at Ann Arbor.

The focus in Milwaukee will be on the 12th Wisconsin International Trade Conference. Speakers (other than Commerce Deputy Under Secretary Eden, noted earlier) include Reginald J. Denton, President, FCIA; Alfred F. Larkin, President, Rexnord International Group, and Joseph A. Scroppo, Director of Sales, Procon, Inc. Students in the Milwaukee school system will get a chance to participate through competition for an award for the best essay on "The Importance of World Trade."

Minnesota's plans include export product displays in downtown Minneapolis and St. Paul, and, in Minneapolis, an agri-business conference, seminar on the "Tokyo Round of Trade Negotiations—Issues and Answers," World Traders Day discussion panels, a development conference, and arts, crafts and foods fair.

World Trade Week will be an active period in Missouri and Kansas. The Commerce Department will be represented at St. Louis seminars on licensing and joint venture arrangements, foreign patents and trademarks, and pricing technology. Acting Assistant Secretary Donald Johnson will be joined by Commerce specialists Joseph Lightman and Delbert Gordon at the affair, which will include presentation of the "International Trader of the Year" award. Exhibits of St. Louis area firms engaged in export/import trade will be displayed through World Trade Week at 30 banks.

The highlight of observance of World Trade Week in Kansas City will be a program honoring the Republic of China (Taiwan). A seminar concerning such topics as opportunities for foreign investment, taxes and trade regulations, and sales prospects will be held at the Great Midwest Corporation Foreign Trade Zone site.

A luncheon at Salina, Kansas will feature a talk by Michael Neuberger of Beech Aircraft. Products of Kansas area international firms will be on display during World Trade Week in the Tower East Mall at Wichita.

The Missouri and Kansas Regional Commerce and Growth Assn. will again devote its May issue of *Commerce* magazine to world trade, highlighted by the President's proclamation and a feature article by Commerce Secretary Richardson.

Speakers at the Fifth Governor's Conference on Export Expansion in Des Moines will include Governor Robert D. Ray; Donald Hintz, Culligan International; Fernand Spaak, European Economic Community, and D. Owais Succari, American Arab Chamber of Commerce. Other functions in Iowa during the week are a World Trade Council panel discussion in Des Moines; International Trade Bureau meeting in Cedar Rapids; and Foreign Trade

SOUTH CAROLINA PREPARES—*Don H. Brown (fourth from left), general chairman of the 1976 South Carolina International Trade Conference, is surrounded by members of his conference executive committee on a field planning trip to the USS Yorktown, where a major civic event will be held during the World Trade Week conference in Charleston. The famed "Fighting Lady" is now retired at Charleston Harbor.*

Secretary Richardson will participate in the Third International Trade Conference of the Southwest.

Committee gathering at Cedar Falls, to be addressed by Commerce's Gary Ellis.

Director George H. Payne of the Omaha Commerce District Office will speak on the importance of exporting to more than 100 Chamber of Commerce executives from seven states at the Mid-America Chamber of Commerce Executive Conference in Sioux Falls, South Dakota.

Moving further west, Portland, Ore., has a busy schedule of events. A World Trade Week Forum will feature presentation of the "Governor's International Firm of the Year" award and a panel discussion on the topic "Is Government Undermining International Trade?" The "Old Salt" award will be presented on the Steamer Portland by the Propeller Club and Shipping Club. Other activities include a Chamber of Commerce meeting; National Transportation Week luncheon; District Export Council program; transportation display on Swan Island; poster contest for students with the theme "How Does the Ship Repair Yard's Role in World Trade Affect Me?"; and a media and billboard campaign to promote exports.

Washington State's Second International Trade Conference will bring Gov. Daniel J. Evans to Seattle. The theme: "Expanding Markets of the Third World—Prospects for Trade and Investment."

In Los Angeles, the International Trade Club is joining with the World Trade Center to stage a two-day World Trade Show as part of this year's celebration of World Trade Week.

San Francisco's Propeller and Maritime Clubs will be meeting, while in Santa Clara the World Trade Club, in cooperation with the San Jose Chamber of Commerce, will be discussing the importance of international trade.

Las Vegas activities include a heavy schedule of breakfast, lunch and dinner meetings all during the week. At an "Inter-company Exhibit" at the Las Vegas Convention Center, an award for contribution to exports will go to local businessman Joe Garrett and the Las Vegas Convention Authority will be honored for its contribution to foreign tourism. Daily world trade sessions in Reno will be culminated on Friday with exhibits of company products shipped overseas; a reception for local business persons and dignitaries; and an award to Lynch Communication Systems, Inc., for contribution in promoting exports.

Commerce Secretary Richardson, as noted earlier, heads an impressive array of government officials and businessmen who will participate in the 3rd International Trade Conference of the Southwest in Dallas. Both the conference theme and Secretary's speech will be "Economic Interdependence—The United States and the World Economy."

The International Trade Mart will be the setting for many New Orleans activities. Highlighting the observances will be the World Trade Club meeting to be addressed by Assistant Commerce Secretary Johnson, who will be presented with honorary citizenship and a key to the city.

In Atlanta, the Southern Consortium for International Education is sponsoring a seminar on "Political and Economic Issues in the Middle East as they Relate to Business Opportunities." Cooperating organizations include the Atlanta District Export Council, Atlanta and Georgia Chambers of Commerce, and Georgia State University. Albert Planagan of the Commerce Action Group for the Near East will speak, along with W. Tapley Bennett, Jr., Deputy Chief, U.S. Mission to the United Nations. Also in Atlanta, a banquet concludes an eight-week Export Workshop being sponsored by the Georgia International Trade Assn. and Georgia State University Institute of International Business, and there will be a special World Trade Week luncheon keynoted by Georgia Lieutenant Governor Zell Miller. Augusta and Savannah, also active in world trade, are holding Trade Week meetings.

World Trade Week in Florida will be highlighted by the Governor's Conference on World Trade, held in Jacksonville by the Florida Council of International Development. Governor Reuben Askew and Assistant Commerce Secretary Johnson will discuss the conference theme, "Market Opportunities in a Changing World." Other speakers and panelists will include experts in agri-business, maritime affairs, finance and OPIC, and country specialists on Germany, Japan and Latin America.

Charlotte, N.C., will be the site for a meeting of the state's World Trade Association; speaker will be Guenter Winkelmann, Financial Counsel of the Embassy of West Germany. Also, the Greensboro District Export Council will meet in Charlotte.

"South Carolina — Portal to the Middle East: Iran, Kuwait and Saudi Arabia" will be the theme of the South Carolina International Trade Conference. World trade salutes will also be held in Greenville by the Greenville-Spartanburg International Trade Club, and in Columbia by the Midlands International Trade Club. On a special statewide television tribute to exporting, Commerce, state government and private business officials will discuss the importance of trade to South Carolina.

Tennessee will observe World Trade Week with a Governor's Conference on International Trade and Investment. Organized by the State Department of Economic & Community Development, the Nashville event will feature speakers on the Governor's trade mission to the Middle East, the state's efforts to increase business with Japan, agricultural exports and reverse investment. Chattanooga's World Trade Council, State Technical Community College and Transportation Club are sponsoring a seminar with the Tennessee-Tombigbee Waterway Development Authority, where the importance of inland waterways to world trade will be discussed. ☆

Energy Management Digest

POOF POWER . . . Wind power is picking up momentum as an energy source, and will begin providing electricity to U.S. homes and businesses within a year. The Energy Research and Development Administration is in the process of choosing four sites around the country to locate modern versions of windmills generating between 125 kilowatts and 1.5 megawatts. ERDA has asked utilities and other electric service organizations to propose sites and offer installation and operation services for the test program. The wind generators need strong continuous winds of about 20 miles per hour to reach their full potential. The first is expected to be installed by the end of the year. Each system will operate experimentally for about two years, feeding electric power into existing public utility networks to determine their commercial feasibility.

CONVERTING SUNLIGHT . . . Scientists have discovered a purple bacteria pigment in the Dead Sea which they say not only catches light but can turn it into energy. Previously, only green chlorophyll was thought capable of photosynthesis—the process that converts sunlight into usable energy. Workers at the University of California Medical Center and NASA's Ames Research Center have begun fashioning the crystalline protein pigments into low-efficiency solar cells capable of changing 10 percent of sunlight directly into electric current. Such solar cells may never rival the silicon cells currently in use, but they could be used in water desalting.

FEA BIBLIOGRAPHY . . . Abstracts of nearly 200 technical reports prepared by the Federal Energy Administration are summarized in a bibliography compiled by FEA's National Energy Information Center. Technical Reports of the Federal Energy Administration lists reports on energy conservation, production, resource development, and similar subjects. They are all available from Commerce's National Technical Information Service or the U.S. Government Printing Office. Copies of the bibliography may be purchased for $5 from NTIS, 5285 Port Royal Road, Springfield, Va. 22161 (703-321-8543). Request NTIS No. PB-248-915.

TO CHANGE OR NOT TO CHANGE? . . . Some drivers leave their snow tires on all summer. Is this a good idea? FEA reports that snow tires are made of specially compounded rubber, flexible in cold, but susceptible to excessive wear in heat. On dry roads snow tires significantly reduce gas mileage and decrease handling ability because less tread touches the pavement. They have even less traction on wet roads since the grooves are not "channeled" to allow rain to pass through. A wedge of water builds in front of snow tires until the car "hydroplanes" on layers of water, also cutting gas mileage.

ACCORD WITH JAPAN . . . The U.S. Nuclear Regulatory Commission and the Japan Atomic Energy Research Institute have signed a four-year agreement for Japanese participation and technical exchange in reactor safety research through the NRC's Loss of Fluid Test program. Cooperation in the LOFT program is an important element of the energy research program of the International Energy Agency, the energy cooperation arm of the 19-nation, Paris-based Organization for Economic Cooperation and Development. All participants will take part in the future planning and conduct of the program and will receive all of the research results.

AMPLE TALENT . . . A generally optimistic report on the supply and demand for technical manpower in the energy field has been issued by the Energy Research and Development Administration (ERDA). The 42-page report assesses the demand picture broadly and concludes that the nation's overall need for engineers and physical scientists will continue to grow, but is not expected to outpace the production of new graduates in those fields. The report suggests that technical manpower shortages which might hinder fossil and other energy programs are not likely. Several programs to improve the caliber of future graduates are recommended for ERDA sponsorship.

HYDROGEN FUEL . . . Two hydrogen energy specialists told a recent world conference in Miami that hydrogen-fueled vehicles eventually may be competitive with electric battery-powered vehicles. ERDA's E. Eugene Eclund and Frank L. Kester of the Institute of Gas Technology in Chicago presented their preliminary opinion "that the internal combustion engine will operate cleanly and efficiently on hydrogen." Although practical storage of hydrogen on board vehicles poses a problem, they said several advanced techniques for storing hydrogen offer a greater driving range than for vehicles using existing battery technology at comparable vehicle weight.

Domestic Business Report

Programs Designed To Show Potential Census Data Users Where The Information Is

What do the national Association of Broadcasters, the Southern Conference of Black Mayors, the Association of American Geographers and the American Institute of Architects have in common? Their annual meetings this year are among several dozen that will have exhibit booths staffed by employees of Commerce's Bureau of the Census, which considers members of these groups potential users of its material.

Exhibits at conventions and annual meetings are just one way the Census Bureau has developed to increase the use of its statistics. Others include seminars, workshops and training courses.

Before 1960, the Census Bureau was mainly a production agency, its product being a set of printed volumes, summarizing the results of each census. Relatively little consideration was given to problems of data access and use. But the use of statistical data by planners, analysts and decision makers has increased tremendously over the past ten years, due to a large extent to the many federal grant-in-aid programs, the one-man one-vote mandate and revenue sharing.

The population and housing census provides a valuable source of information for people faced with making decisions affecting urban development, transportation, education and employment. Additionally, the Census Bureau prepares thousands of reports presenting data from censuses, surveys and administrative records programs covering retail and wholesale trade, selected services, manufactures, transportation, construction, agriculture, governments, mineral industries and foreign trade statistics.

What the user community needs, and the Census Bureau is trying to provide, is a flexible data base with a variety of access techniques.

The 1960 census was the first to be wholly computerized. It was also the first from which users in any significant numbers were able to receive special data products and services. Tabulations were made available in a variety of media: printed reports, summary tapes and microform (microfilm and microfiche).

More recently, user access has been refined even further. If a user needs tabulations not available from regular data products, special tabulation service is available at user request and expense.

Information disseminated

In an attempt to foster the widest possible dissemination and use of its statistics, the Census Bureau began a program in 1966 designed to inform city, state, regional and federal government employees on the availability of and access to its data.

Among the invited participants in these seminars are statisticians, planners, budget and data processing officers, economists and administrators from city, county, state, regional and federal governmental units; university research centers; and Federal Regional Councils. To date, 28 four-day seminars have been held, with a total of 751 participants.

The seminars are intended to bring participants up to date on federally-produced statistical data and foster an exchange of information among the attendees.

At the sessions, Census specialists review population estimates and projections; techniques for locating data; availability of computer tapes; special tabulations; maps; microfilm; geographic areas and their relationships; and the GBF/DIME system (Geographic Base File/Dual Independent Map Encoding).

After the Census presentation, one day is devoted to presentations by representatives of other federal government agencies.

Information from these sources can be used in such programs as revenue sharing, health and manpower planning, site location, affirmative action plans and transportation policy planning activities.

Another group the Census Bureau is actively training in accessing its data is librarians. In 1974 the Census Bureau began scheduling special training programs for librarians, at no charge. The seminars are geared to meeting the specific needs of document and reference librarians actively engaged in helping patrons locate demographic and economic census data, as well as statistical data from other federal agencies.

The librarians invited to the seminars represent a cross-section of libraries throughout the country . . . university, business, research, public, federal and state. Since the number of participants at each seminar must be limited, the Census Bureau relies on their sharing the information with other librarians.

Topics covered at these seminars include: general reference sources and statistical compendia; availability and documentation of computer files, unpublished data on microfilm/microfiche and special tabulations; locating basic statistics for specific geographic areas and occupational data; and information on the 1970 census of population and housing, the 1972 economic censuses, the 1972 census of governments, the 1974 census of agriculture, the annual housing survey, and plans for the 1980 census.

All the seminars provide opportunities for participants to practice gaining access to data.

Data user training is also provided by one-day introductory level workshops on accessing census data in the printed reports, which have been held on an irregular basis at Census Bureau headquarters near Washington, D.C., and elsewhere in the country.

The Census Bureau held a series of 20 special conferences around the country in 1974 to aid users of the economic censuses which had been taken in 1972. In addition, three regional workshops on the economic censuses have been scheduled this year for librarians, in conjunction with local sponsors.

The Census Bureau's user-oriented information program has an additional dimension: presently, there are Data User Services Officers in six of the 12 Census regional offices, with officers to be added to the remaining offices during 1976. These staff members answer inquiries, conduct workshops and seek out current and potential users to acquaint them with the various Census Bureau data products.

1150 megawatts per unit. The steam condensers would be cooled by the flow of seawater drawn from within the breakwater and discharged shoreward outside the breakwater.

NRC is seeking comments on the Draft Environmental Statement for use in preparing a Final Environmental Statement containing the agency's final conclusion as to whether, from the standpoint of environmental effects, the construction permits should be issued.

Comments are due by May 24 and should be sent to the Director, Division of Site Safety and Environmental Analysis, Nuclear Regulatory Commission, Washington, D.C. 20555.

Copies of the Draft Environmental Statement are available for public inspection at the NRC Public Document Room at 1717 H Street NW., Washington, D.C., and at the Stockton State College Library, Pomona, N.J. Single copies may be obtained by writing to the Director, Division of Site Safety and Environmental Analysis, at the address noted above.

Nationwide Network Of Commerce Regional Representatives Takes Shape

A national network of "Junior Secretaries of Commerce" in the nation's ten regions has almost been completed.

Secretary of Commerce Elliot L. Richardson has appointed four regional Secretarial Representatives to serve as his personal spokesmen and principal liaison with the business community and the public in the New England, Midwest, Mid-Continent and Rocky Mountain regions.

The appointments increase the number of regional Secretarial Representatives to nine. Five were chosen by Richardson's predecessor, Rogers C. B. Morton, leaving one position to be filled to have representatives in the ten standard federal regional cities around the country.

Regional Secretarial Representatives are now located in New York, Chicago, San Francisco, Denver, Atlanta, Philadelphia, Seattle, Kansas City and Boston, leaving a representative in Dallas still to be appointed.

The Secretarial Representatives just named by Secretary Richardson are:

—*John R. Bermingham*, 52, a former Colorado state senator, for the Rocky Mountain Region VIII. Bermingham has also been Assistant to the Governor of Colorado for Environmental Affairs and State Planning, and Chairman of the Colorado Land Use Commission. Region VIII, with headquarters in Denver, encompasses Colorado, Wyoming, Utah, Montana, and North and South Dakota.

—*James P. Stirling*, 35, a Chicago investment banker, for the Midwest Region V. Stirling had been Vice President-Corporate Finance for Dean Witter and Co., an investment banking and brokerage firm. He had also been the company's first officer to serve as Director of European Investment Banking. Region V, headquartered in Chicago, takes in Ohio, Indiana, Illinois, Michigan, Wisconsin, and Minnesota.

—*Dr. Gayle P. W. Jackson*, 29, for the Mid-Continent Region VII. Dr. Jackson had been Administrator of the Corporate Energy Department for Ralston Purina Company in St. Louis. Before joining the firm she taught Latin American and international politics at Washington University in St. Louis. Region VII, with headquarters in Kansas City, takes in Missouri, Kansas, Iowa, and Nebraska.

—*Daniel A. Cronin, Jr.*, 46, a businessman, for New England Region I. Cronin was president of MacBick Company of Billerica, Massachusetts, a manufacturer of hospital supplies, for 11 years. He was also on the board of directors of three other firms and was a partner in a venture capital company. Region I, headquartered in Boston, is made up of Massachusetts, Rhode Island, Connecticut, Vermont, New Hampshire, and Maine.

Previously named by former Commerce Secretary Morton were: Michael A. McManus, Jr., 32, a Wall Street lawyer, to New York's Region II (New York, New Jersey, the Commonwealth of Puerto Rico, and the Virgin Islands); Charles Day, 39, former staff director of the Mid-Atlantic Federal Regional Council, to the Mid-Atlantic Region III (Pennsylvania, Delaware, Maryland, Virginia, and West Virginia); Richard L. Heffner, 42, an executive with Hamilton Bancshares, Inc., Chattanooga, Tennessee, to Region IV (Georgia, Tennessee, Mississippi, Alabama, Kentucky, Florida, and North and South Carolina);

Also, Robert J. Hitt, 60, who previously served as Executive Assistant to Secretary Morton, to Region IX (California, Arizona, Nevada, and Hawaii), and Fred Shanaman, Jr., 42, former President of Pyrodyne Corporation of Tacoma, Washington, to Region X (Washington, Idaho, Oregon, and Alaska).

"The persons selected have demonstrated competence and expertise in business or government, and in some cases both fields," Richardson said. He added that they will serve as the Commerce Department representatives on the Federal Regional Councils which are interagency coordinating groups made up of the regional heads of major federal agencies.

Comments Asked On Nuclear Plants Off Jersey Coast

The views of individual Americans on the likely environmental effects of building floating nuclear power plants off the Atlantic Coast are needed.

The Nuclear Regulatory Commission has issued a Draft Environmental Statement on the environmental considerations associated with the application of Public Service Electric and Gas Company for permits to build a proposed two-unit Atlantic Generating Station (AGS) in waters off the coast of New Jersey.

As proposed, the station would be located in the Atlantic Ocean 2.8 miles offshore, about 11 miles northeast of Atlantic City. The barge-mounted floating nuclear plants would be enclosed in a protective breakwater. Both would use pressurized water reactors and would have a net electrical capacity of about

Deep-Ocean Mining Studies Moving Into New Stage

The prospects for commercially mining the ocean's mineral resources are advancing, as studies of its possible effects move into a more advanced stage.

Scientists from Commerce's National Oceanic and Atmospheric Administration (NOAA) and other organizations have embarked on the second of a series of major research cruises in the Pacific as part of the agency's Deep Ocean Mining Environment Study (DOMES).

The research team will conduct preliminary studies for an investigation of the expected environmental impact of deep ocean mining.

Mining interests already are gearing up to retrieve deposits known as manganese nodules from the deep ocean floor. These deposits contain manganese, copper, nickel and cobalt in quantities which are expected to greatly augment the U.S. domestic supply from traditional land sources.

The three-month cruise aboard the research vessel *Oceanographer* will take more than a score of scientists to a nodule-rich area 2,500 miles southeast of Hawaii.

The objectives of the DOMES program are to develop comprehensive sets of physical, chemical, sedimentological, and biological baselines for the entire volume of the water column and seafloor in the areas under study. These baselines will become a backdrop against which any ecological changes would be visible once mining began in earnest.

SPOTLIGHT ON ENERGY SAVING—*Amfac Merchandising Corp., a San Francisco department store chain, won a Commerce SavEnergy Citation for its conservation campaign. The firm found that a re-lamping program resulted in more effective displays while reducing light levels significantly. Other measures included turning on escalators later in the morning and off earlier at night, and switching from incandescent to fluorescent lighting where possible. Lower lighting levels also create less heat, and permitted considerable savings of energy expended on air conditioning. Some stores are using only 30 percent as much lighting as they were designed to use, and total energy savings at some stores are as high as 30 percent. Above, Amfac's Eric Walter (left) demonstrates the dramatic presentation of merchandise on a spotlighted mannequin to Commerce's Philip Creighton and Amfac's Teller Weinmann.*

Industries' Energy Use Leveled Off, But Costs Kept Right On Rising

Despite strenuous and often effective efforts to keep the lid on actual energy usage, U.S. manufacturing firms' bills for energy still went through the roof during a recent three-year period.

Fuel and electric energy costs for manufacturing industries jumped 87 percent in 1974 over 1971, while energy consumption increased by only 2 percent according to the first report of the 1974 *Annual Survey of Manufactures* series, just issued by Commerce's Bureau of the Census.

In 1974, the total cost of purchased fuels and electric energy used by manufacturers for heat and power was $19.5 billion, compared with $10.4 billion in 1971. Also, costs in 1974 were up more than 200 percent over 1962, when they were only $6.2 billion.

Purchased electricity accounted for 44 percent of the total costs expended for energy in 1974, but only 16 percent of total consumption.

The report also points out that in 1974 natural gas was a much cheaper source of energy than electricity, accounting for approximately 54 percent of the total energy consumed by manufacturers during 1974 but less than 25 percent of the cost.

Manufacturing firms used 3.91 trillion kilowatt-hour equivalents of energy in 1974, 3.85 trillion in 1971, and 2.88 trillion in 1962, a 36 percent increase in 12 years. But as the figures indicate, most of the increase came before U.S. industry began conservation efforts following onset of the energy crisis.

It is estimated that manufacturing industries use 20-25 percent of all energy consumed in the U.S. for power and heat.

Of 451 manufacturing industries listed in the report, the four largest energy consumers were blast furnaces and steel mills, petroleum refining, industrial organic chemical producers, and paper milling. They used 34 percent of the energy consumed by manufacturers. The next four and the next eight largest energy consumers accounted for about 13 and 10 percent respectively. Taken together, the 16 largest energy consumers accounted for 57 percent of the total energy consumed by the 451 surveyed industries.

Additional reports will be issued over the next several months. Copies of this report, *Annual Survey of Manufactures, 1974: Fuels and Electric Energy Consumed,* M74(AS)-4.1, are available for 65 cents each from the Subscriber Services Section (Publications), Bureau of the Census, Washington, D.C. 20233, or from Commerce District Offices in major U.S. cities.

Household Total Growing Faster Than Population

The number of households in the nation is growing faster than the total population.

Commerce's Bureau of the Census reports that on July 1, 1975, there were 71,537,000 households in the country, 12.7 percent more than the number recorded five years before. Meanwhile, the total population increased only 5 percent.

The reason cited by Census was that the adult population, consisting of persons 18 and over, grew faster than the total population as the baby boom generation of the 1950s began moving into adulthood. An additional factor was the tendency of older adults to establish households as primary individuals, reflecting, among other things, the higher divorce rates of recent years. Primary individuals are described as persons who live alone or with persons not related to them.

In mid-1975, California had 7,639,000 households, the largest number for any state and a 16.2 percent increase over mid-1970. New York was second with 6,313,000 households, and Texas third with 4,011,000.

However, the growth of households was greatest in Arizona, which with 730,000 households in mid-1975 showed a 35.4 percent jump over mid-1970. Florida's rate was second, with a 33 percent increase in the five-year period, and Nevada was third with a 30.5 percent rise.

Broken down on a regional basis, the West had 13,208,000 households in mid-1975, 18.2 percent more than five years before. The South had 22,442,000 households, a 16.5 percent increase. The North Central region had 19,157,000 households, up 9.2 percent, and the Northeast 16,730,000 households, an 8.1 percent gain.

Census Report Charts Progress Of American Women Since 1900

Has she really come a long way? Measures of just how far are shown in *A Statistical Portrait of Women in the U.S.*, a new publication of Commerce's Bureau of the Census.

The report shows that women and girls outnumber men and boys in the population—109.4 million to 103.8 million in July 1975, and the population advantage for women is projected to widen to a range of between 6.9 and 7.9 million by the end of the century. The last decennial census year in which males outnumbered females was 1940, 66.4 million to 65.8 million.

Life expectancy at birth has improved more for women than for men, advancing for women from 48.3 years in 1900 to 75.3 years in 1973, and advancing for men from 46.3 years to 67.6 years during the same period. The median age of women has risen since the beginning of the century from 22.4 to 30.0 years in 1975, the report shows.

The dramatic improvement in the maternal mortality rate in the last five decades has eliminated this as a major cause of death among women. The rate dropped from 690 deaths related to pregnancy and childbirth per 100,000 live births in the early 1920s to 15 deaths per 100,000 births in 1973.

Three-fourths of all women lived in urban areas in 1970 compared with less than half in 1910, and women outnumber men in central cities of metropolitan areas. The report suggests this is partially because of greater employment opportunities for young women in such areas.

Evidence of a changing social and economic role for women is shown in their increased participation in the labor force. Between 1950 and 1974, the number of working women nearly doubled while the number of men in the labor force increased by one-fourth.

Moreover, the report points out that the traditional relationship between labor force participation and such variables as marital status and the presence and age of children has been undergoing a profound change. Among married women with preschool children, the labor force participation rate rose from 12 percent in 1950 to 37 percent in 1975. In 1950, the ratio of women to men who were year-round full-time workers was 29 women to every 100 men; in 1974, it was 47 women to every 100 men.

Although employment of women increased in the 1960s, women workers remained concentrated in a few major occupation groups in both 1960 and 1970 with over half of them working in clerical, operative and service positions. Income differentials of female and male workers remained substantial in 1974; the median income for women who had worked year-round full-time was 57 percent of the median income for year-round full-time working men.

Families headed by women were 13 percent of all families in 1975, according to the report. Further, families below the poverty level headed by women in 1974 accounted for 46 percent of all families in poverty.

College enrollment increasing

College enrollment rates of women rose more rapidly than those for men since 1950, but women were still only 44 percent of college students in 1974. Although younger women are approaching educational parity with men, statistics in the report indicate they have not yet closed the gap. Among persons 25 to 29 years old in 1975, only 77 women had completed 4 years of college for every 100 men with this much education; in 1950 the comparable figure was 66. During the same period, the proportion of women in this age group who completed 4 years of college rose from 6 percent to 19 percent.

Women were victims of two-fifths of all crimes against persons in 1973 (rape, robbery, assault, and personal larceny). The report says that younger women were most victimized by crimes against persons in 1973, with the highest rates for 12-to-19-year-olds and each successive older age group reporting lower rates. Significant differences in victimization were noted for women of differing marital status, with never-married and separated and divorced women having the highest rates and widows having the lowest.

More single women

Recent trends in marriage and divorce have resulted in an increasing proportion of young women who are single or divorced. Between 1950 and 1975 the proportion of women 20 to 24 years old who were single increased from 28 to 40 percent; during the same period, the proportion of women 25 to 34 years old who were divorced and not remarried increased from 2.5 to 6.8 percent.

The report brings together historical data (1900-1975) from U.S. government surveys, decennial censuses, administrative records, and vital statistics. Trends are traced in the areas of population growth and composition, longevity, mortality and health, residence and migration, marital and family status, fertility, education, labor force participation, occupation and industry, work experience, income and poverty status, voting and holding public office, and crime and victimization.

Comparisons are made between white women and black women, and recent data are included on women of Spanish origin.

Single copies of the report, *A Statistical Portrait of Women in the United States*, Series P-23, No. 58, are available for $2.10 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402 or Commerce District Offices in major U.S. cities.

Time To Observe Small Business Week

This is Small Business Week. In a proclamation designating the week, President Ford said, "The traits of individual initiative, self-reliance, and creativity we prize so highly, as exemplified by our small business men and women, have always been the indispensable characteristics of a free and dynamic people."

According to the proclamation, "The nearly 10 million small businesses throughout the United States provide 58 percent of our business employment and a livelihood for millions of Americans. More important, small business continues to provide the avenue by which so many have made the American dream of a better life for themselves and their families a reality."

The Small Business Administration has announced a week-long salute to the nation's small businesses at the Hyatt Regency Washington Hotel in Washington, D.C., with national leaders in education, finance and industry participating.

Six Seminars Scheduled For Construction Industry

Seminars on how to increase business in the construction industry will be conducted this summer in Houston, St. Louis and Atlanta. Produced by Jack Miller of Houston, the seminar schedule is as follows: Marketing Construction Services will be given in Houston June 14-15, in St. Louis July 19-20 and in Atlanta August 23-24; Design/Build, Build/Lease and Financing will be held in Houston June 16-17, in St. Louis July 21-22 and in Atlanta August 25-26.

For further information, contact Madeline Graeter, Group Communications, Inc., 6101 Southwest Freeway, Suite 401, Houston, Tex. 77057 (713-664-8818).

Management's Aid Sought In Survey Of Worker Compensation Practices

Commerce is asking for the business community's support of a survey designed to develop needed information on workers' compensation practices around the nation.

Secretary of Commerce Elliot L. Richardson enclosed a special appeal asking survey recipients to participate fully in this effort, and to respond promptly in providing the Department with the tools it needs to do this job properly.

In May 1974, following the recommendation of a commission which had found state workmen's compensation laws inadequate, an Interdepartmental Workers' Tax Compensation Task Force was established to provide technical assistance to help states improve their workers' compensation laws and to conduct a research program on existing compensation systems. The membership of the Task Force Policy Group includes representatives from the Deparments of Commerce; Health, Education, and Welfare; Housing and Urban Development; and Labor; as well as the Council of Economic Advisers and the Office of Management and Budget.

As its contribution, which will constitute the major share of the task force's work, the Department of Commerce is conducting two in-depth surveys; one of employers and one of workers' compensation insurance carriers, state funds and self-insured corporations. These surveys were developed with the assistance of representatives of industry and trade associations, and are intended to provide a reliable base for assessing the strengths and weaknesses in the existing system, and the likely impact of proposed changes.

The data will be used to develop a report to President Ford and the Congress later this year.

Depends on cooperation

The validity and utility of the report, and the effectiveness of any legislation which may result, will depend upon industry cooperation. Participation in these surveys is not mandatory, but only a broad base of participation will assure a comprehensive profile of the workers' compensation system.

The Department of Commerce has contracted with outside consultants to conduct these surveys. In order to fully preserve the confidentiality of the business participants and to insure that no individual firm data is made public, Secretary Richardson has insisted that only the contractor know the individual respondents' names.

The identity of individual contributing organizations will not be revealed to Commerce or any other government agency. Data will be prepared and transmitted in such a manner that it will not be possible to identify information emanating from any specific contributing organization. The contractor will destroy the raw data at the conclusion of the survey.

The three "provider" questionnaires (survey of carriers, state funds and self-insurers) were intensively reviewed before endorsement by the major insurance trade associations. The three employer questionnaires were reviewed by the Business Advisory Council on Federal Reports and received the endorsement of the National Council of Self-Insurers, whose members, representing such firms as Eastman Kodak, Bethlehem Steel and AT&T, volunteered much assistance in drafting.

The survey of 1,600 workers' compensation insurance carriers is being conducted by Teknekron, Inc. of Berkeley, California. All workers' compensation insurance carriers, all state workers' compensation funds and a sample of self-insured corporations will be surveyed.

The survey of employers is being conducted by Westat, Inc. of Rockville, Maryland. A sample of 6,000 establishments will be surveyed.

These surveys are critical to the overall research being undertaken by the Task Force. Until the business community provides the data with which to accurately describe practices and impacts on business, the group will be unable to present a balanced analysis of the system.

Copies of both the computer tapes and the reports prepared for the Department will be made available to the public at a nominal charge.

In addition to the two surveys being undertaken by Commerce, the overall research agenda of the Task Force includes surveys of claimants, state agencies and closed worker compensation claims.

Report On Productivity Issued By National Center

The National Center for Productivity and Quality of Working Life has issued a report summarizing a number of case histories of labor-management cooperation. The publication provides a composite overview of seven regional labor-management conferences conducted in 1975 in which leading representatives of industry, labor, government and universities gave accounts of successful productivity improvement efforts.

At the conferences, labor-management teams represented the Alan Wood Steel Co., Rodman Industries, Tempo Stores, Georgia-Pacific Corp., Eaton Corp., Parker Pen Co., Dana Corp., Rushton Mining Co., TVA and the City of Jamestown, N.Y.

Union spokesman represented workers in the steel, furniture, transportation, retail, mining and rubber industries, as well as paperworkers, machinists, engineers, carpenters and joiners, firemen and oilers, and boilermakers.

A limited number of copies of the report, *Recent Initiatives in Labor-Management Cooperation,* are available from the National Center for Productivity and Quality of Working Life, 2000 M St. NW., Washington, D.C. 20046.

Call For Papers Issued By Conference On Digital Simulation

A call has been issued by Commerce's National Bureau of Standards (NBS) for papers dealing with all areas of digital simulation for its Bicentennial Winter Simulation Conference, scheduled for next December. Deadline for all paper abstracts and proposals is May 24.

The conference is soliciting papers on: applications, languages, statistical validation and analysis, educational programs, and related problems in simulation. All papers must be previously unpublished and include full disclosure of models. Abstracts of 250 to 1,000 words for a five-to-ten-minute talk should be submitted with full details.

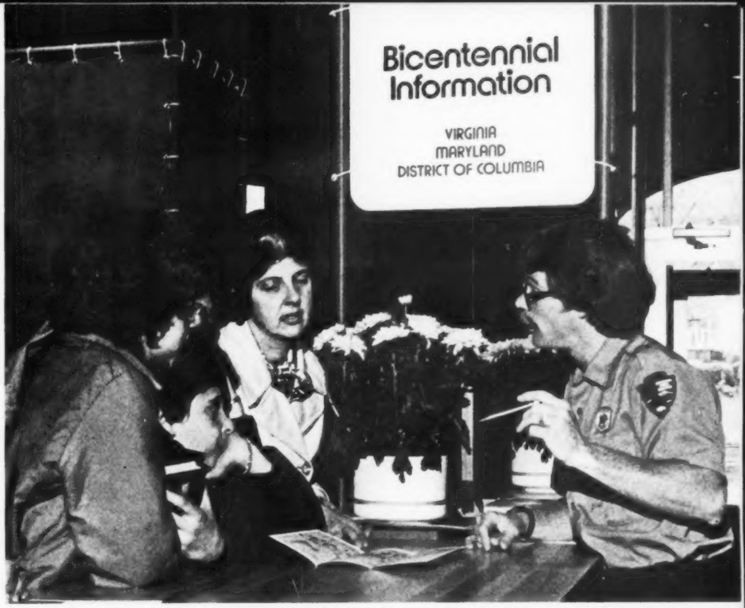
Individuals interested in organizing tutorials and/or workshops are requested to submit detailed proposals, including full information about the planned leaders. Those interested in organizing discussions should submit details and information about discussants.

Acceptance notices will be sent by July 15, and final versions of all papers for publication in the proceedings are due by September 17.

Three copies of abstracts and proposals are required. Two copies should be mailed to the program chairman: Dr. Thomas J. Schriber, Graduate School of Business Administration, University of Michigan, Ann Arbor, Mich. 48104. One copy should be mailed to the general chairman: Dr. Harold Joseph Highland, Chairman, Data Processing Department, State University Technical College, Farmingdale, N.Y. 11735.

Cosponsors, along with NBS's Institute for Computer Sciences and Technology, are the Association for Computing Machinery/Special Interest Group on Simulation, the Institute of Electrical and Electronic Engineers, the Operations Research Society of America, the Institute for Management Sciences, and the Society for Computer Simulation.

WELCO
WASHINGTON



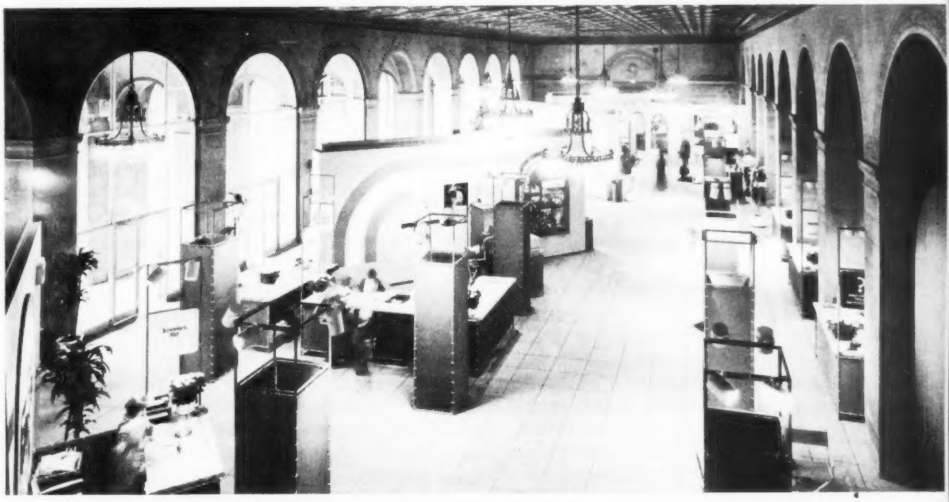
PLANNING A VISIT—*The Bicentennial Center features a large map of Washington (above left) and trained staff (above right) to assist American and foreign visitors. Free telephones provide weather and sightseeing information.*

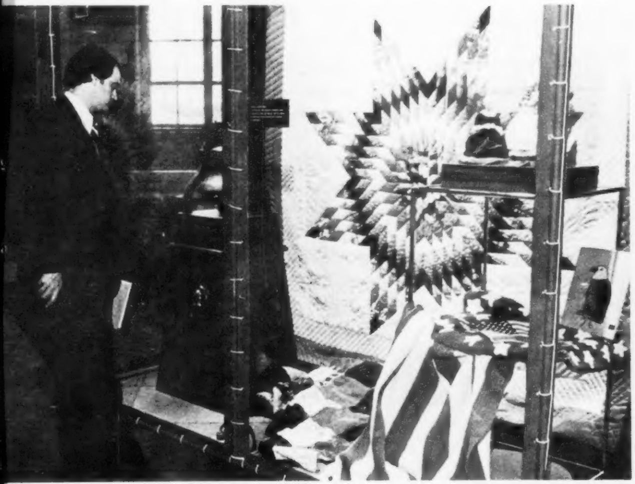
Bicentennial Center

Visitors to Washington, D.C., this year will be able to plan their sightseeing, pick up a map, rest or even change a baby at the new Bicentennial Visitors Center at the U.S. Department of Commerce. The center is open seven days a week from 10 a.m. to 6 p.m.

It is a cooperative venture of the White House, Commerce, the National Park Service and the General Services Administration. The Great Hall of the Commerce building, located along E Street between 14th and 15th Streets, NW., has been restored and renovated for the Bicentennial (see photograph at right).

Trained personnel answer questions, provide foreign language assistance, furnish information on accommodations, transportaton, museums and theaters, and sell postage stamps.





HAPPY BIRTHDAY USA—*Gifts sent to the President by private citizens as birthday presents to the United States are housed in special display cases at the Bicentennial Visitors Center (above left). A book store operated by the Government Printing Office and the Parks and History Association is another attraction for visitors (above right).*

VISITE E.U.A.
BICENTENARIO 1776 - 1976
AMERICAN REVOLUTION BICENTENNIAL

MAKING A COMEBACK—*The United States Travel Service's* Visit USA *Mobile Exhibit recently completed a five-month appearance in Mexico City, where it had previously been exhibited in 1971. More than 460,000 Mexicans viewed the 360-degree film on American tourism attractions shown inside the giant air-supported theater. The Commerce agency's exhibit has also appeared in Japan, the USSR, Australia, the United Kingdom and France, hosting 3.9 million visitors. Like many comeback appearances, this one was also a farewell—the balloon-theater shell has been donated to Mexico City for its use, and the film and projection equipment were given to the United States Information Agency, for possible showing in the USSR.*

Los Angeles Plans World's Fair To Mark Its 1981 Bicentennial

No sooner will this year's Bicentennial visitors from abroad return home than they may start planning a return visit to a World's Fair commemorating another U.S. Bicentennial — the 200th birthday of the city of Los Angeles. But Knoxville may have to wait.

Plans for a 1981 international exposition in Los Angeles took another step forward recently when the event received a favorable report from a Commerce inspection team.

Following a detailed study which included an on-site inspection, Commerce's technical review team recommended to Secretary of Commerce Elliot Richardson that the Los Angeles plan be pursued.

Secretary Richardson then asked Richard H. Henry, the U.S. delegate to the Bureau of International Expositions (BIE), to take the next step—a formal request to the BIE in Paris to reserve a date for the "world's fair." This request was made April 28. It generally takes the BIE about four months to act on such requests.

"The BIE, which coordinates plans for international expositions, then decides whether to reserve a date in 1981 for Los Angeles," Richardson explained. "Based on recent BIE meetings, however, it is not expected that any other countries will compete for that date."

Following the reservation of the date, the President's approval for federal recognition and official registration at the BIE can be sought.

Under Los Angeles' proposal, organizers seek to hold a first category general (universal) exposition in 1981, the year in which Los Angeles will celebrate the Bicentennial of its founding. Proposed theme of the exposition will be "People to People: Pathways to Understanding."

The six-month event would be held at the 700-acre Ontario Motor Speedway, 38 miles from the center of Los Angeles.

"In its recommendation, the evaluation team noted that Los Angeles' Expo '81 appears to be a viable exposition plan with broad-based community support," Secretary Richardson explained. "We believe that this category of exposition would have a great impact on our national interest and has outstanding potential for attracting foreign and domestic exhibit participation as well as tourists."

However, Knoxville, Tenn., was asked to wait a few years to hold a Special International Energy Exposition originally scheduled for 1980.

The review team also conducted an on-site evaluation for a proposed Special Category International Exposition based on an energy theme which has been planned for Knoxville in 1980.

Knoxville evaluated

"Knoxville's application contained some excellent material, but would be in a difficult position to obtain foreign nation participation along with Los Angeles," Richardson stated.

"Basically, there is nothing in Knoxville's application that is not correctable," Richardson said. "Its proposal for an international exposition based on an energy theme displays a high degree of thoughtfulness and creativity."

He added, "We are encouraging the Knoxville committee to submit an amendment to their proposal," incorporating the suggestions made by the five-man Department of Commerce evaluation team which studied the application in depth and conducted an on-site survey in March.

"We would look forward to reconsidering Knoxville's proposal, if, for example, they refined their plan and enlisted a broader base of local public support, resolved some traffic problems and secured additional support from the U.S. and international energy community," the Secretary noted. "The years 1982 or 1983 might be good target dates for such a project."

BIE regulations provide that a Special Category Exposition such as Knoxville's can be held more frequently than a First Category General Exposition such as the one Los Angeles is sponsoring.

Public Comments Sought On Computer Net Guidelines

Commerce's National Bureau of Standards has invited public review and comment on draft guidelines for federal agency evaluation of computer network services.

These guidelines will help federal managers procure network systems and services, improve installed systems and review the performance of existing contract network services. NBS plans to issue the guidelines in the Federal Information Processing Standard (FIPS) series and has distributed them to federal agencies for review.

Those interested in reviewing *Guidelines for Evaluation of Interactive Computer Networks* may obtain a copy from Dr. Marshall Abrams, Room B-212/Technology Building, National Bureau of Standards, Washington, D.C. 20234 (301-921-2601).

Comments are requested by May 15.

Corporate Profits At $132 Billion Annual Rate During 4th Quarter

Corporate book profits before taxes rose $2.9 billion in fourth quarter 1975 to a seasonally-adjusted annual rate of $132.4 billion, according to Commerce's Bureau of Economic Analysis.

Meanwhile, corporate profits from current production dropped $400 million in the fourth quarter to a seasonally adjusted annual rate of $112.7 billion. The difference between the $2.9 billion increase in book profits and the $400 million decline in profits from current production, the Bureau explained, was due to a $3.2 billion increase in inventory gains and a $100 million rise in the capital consumption adjustment.

Taxes on corporate profits, which accrue on both profits from current production and on inventory gains, advanced in the fourth 1975 quarter to a seasonally adjusted annual rate of $52.5 billion, compared to $50.7 billion in the third quarter. After-tax earnings, now estimated at $79.9 billion, were $1.1 billion above the third quarter rate.

Dividend payments, at $33.1 billion, were $400 million below the third quarter, and retained earnings at $46.8 billion, were up $1.5 billion. Tax-return based corporate capital consumption allowances rose from $89 billion in the third quarter to $91.1 billion in the fourth. The "economic" measure of corporate capital consumption was estimated at $97.7 billion in the fourth quarter compared to $95.5 billion in the third.

National income, which measures the nation's output in terms of income generated in production, advanced $30.1 billion in the fourth quarter to a seasonally adjusted annual rate of $1,262.6 billion. Employee compensation rose $26.9 billion to an annual rate of $955.1 billion. Farm income declined $1.1 billion to $28.2 billion, and nonfarm proprietor's income at $58.9 billion was little changed. Rental income rose $1.1 billion to $22 billion, and net interest increased $3.5 billion to $85.7 billion.

Fourth quarter domestic profits from current production, the Bureau said, were almost unchanged from the third quarter rate. Earnings of financial institutions rose $1.1 billion to $15.3 billion, while those of nonfinancial corporations declined $1 billion to $91.7 billion. The net inflow of investment income from the rest of the world in the form of branch profits and dividends declined $400 million to $5.8 billion.

Before-tax book profits are the total before deduction of federal, state and local income tax liability. The profits are measured after deduction of capital consumption charges reported by business for tax purposes and include the inventory profits or losses that are due to the difference between the replacement cost of goods taken out of inventory and the cost at which they are charged into production.

Corporate profits from current production as measured for national income purposes, the Bureau said, are pre-tax book profits with two adjustments: the capital consumption adjustment, which converts reported capital consumption charges to a replacement cost valuation and provides for uniform service lives and depreciation formulas; and the inventory valuation adjustment, which converts inventory costs to a replacement cost valuation.

Calendar Of Business Events

May 13—Bethesda, Md.—Public Meeting on Regulation of Release Of Radioactive Effluents, Nuclear Regulatory Commission Office, 7920 Norfolk Ave. For information, John Hickey, Office of Standards Development, NRC (301-443-6900).

May 16-18—Andover, Mass.—Facsimile Conference, IGC Conference Ctr., Andover Inn. For information, Institute for Graphic Communication, 375 Commonwealth Ave., Boston, Mass. 02115 (617-267-9425).

May 17—Cleveland—Regional Conference on Marketing and Merchandising, Hollenden House. Sponsor: Automotive Parts & Accessories Assn. For information, Ralph D'Onofrio, Gumout Division of Pennzoil Co., 2686 Lisbon Rd., Cleveland, O. 44104 (216-795-2400).

May 18-20—Andover, Mass. — Business Opportunities in Satellite Communications Conference, IGC Conference Center. For information, address above.

May 20—Memphis—7th Mid-South Transportation Conference, Memphis State Univ. Sponsors: MSU College of Business Administration & National Transportation Week Committee of Traffic Clubs Int'l. For information, Commerce Memphis District Office.

May 20—Washington — Patent Licensing Seminar on Agro-Chemical Products & Processes, U.S. Dept. of Commerce Auditorium. For information, George Kudravetz, National Technical Information Service, 5285 Port Royal Rd., Springfield, Va. 22161 (703-321-8530).

May 21—San Jose—Business Opportunity/Federal Procurement Conference, San Jose Civic Auditorium. For information, Timothy Gee, Office of Rep. Norman Y. Mineta, 1245 So. Winchester Blvd., Suite 310, San Jose, Cal. 95128 (408-984-6045).

May 24—Los Angeles—Regional Conference on Marketing & Merchandising, Beverly Hilton. Sponsor: Automotive Parts & Accessories Assn. For information, Henry S. Rose, Rite Autotronics Corp., 3485 S. La Cienega Blvd., Los Angeles, Cal. 90016 (213-836-7900).

May 24-25—Gaithersburg, Md. — Workshop on Standard Reference Materials for Geothermal Energy Utilization, Administration Bldg., National Bureau of Standards. For information, Donald Becker, Analytical Chemistry Div., Chemistry Bldg. A309, NBS, Washington, D.C. 20234 (301-921-2128).

May 24-26—Boston—New England Tool & Mfg. Exposition & Engineering Conference, Hynes Auditorium. For information, Society of Manufacturing Engineers, P.O. Box 930, Dearborn, Mich. 48128 (313-271-1500).

May 25-27—Dearborn, Mich.—Manufacturing Management Productivity Opportunities, Dearborn Inn. For information, Society of Manufacturing Engineers (see address above).

May 25-27—Boston—Metrics in Manufacturing Seminar, Dunfey's Parker House. Cosponsors: Society of Manufacturing Engineers & American National Metric Council. For information, SME (see address above).

May 25-27 — Rosemont, Ill. — Cutting Tools, Materials and Techniques Conference, Sheraton O'Hare Motor Hotel. For information, Society of Manufacturing Engineers (see address above).

May 25-27—Anaheim, Cal.—51st Annual Conference of the American Industrial Development Council, Disneyland Hotel. For information, AIDC (816-474-4558).

May 25-27—New York—TEXPO '76, N.Y. Coliseum. For information, American Apparel Manufacturers Assn., 1600 N. Kent St., Suite 800, Arlington, Va. 22209 (703-524-1864).

May 27—New York—Mobile Radio Market Seminar, The Harvard Club. For information, Bob Sanzo, Frost & Sullivan, Inc., 106 Fulton St., New York 10038 (212-233-1080).

May 27—Gaithersburg, Md. — Mini and Micro Systems Trends & Applications Symposium, Administration Bldg., National Bureau of Standards. For information, Marshall Abrams, NBS (301-921-2601).

International Commerce Report

Growing Anti-Pollution Effort In Brazil, Colombia Bolsters U.S. Trade Mission Activity

Growing public awareness of the environmental consequences of industrial expansion in Brazil and Colombia is spurring national, state and municipal governments to begin adopting and enforcing anti-pollution measures. As such action becomes more widespread, it is creating a tremendous industrial demand for air and water purification and pollution control equipment. Moreover, spending for municipal water supply and sewage treatment equipment is rising.

This was the scenario for the members of a Commerce Department trade mission on pollution control that recently visited Bogota, Rio de Janeiro and Sao Paulo. According to Mission Director Enrique Vilella, who heads Commerce's District Office in San Juan, this awareness was the major factor contributing to the mission's impressive results.

Interest was shown in many of the products represented. Reverse osmosis equipment has virtually no competition in these countries, and enjoys a tremendous technical lead over locally and foreign manufactured products, Vilella reports. Sampling pumps also have a superior technical lead. Electrostatic precipitators, bag filters, water treatment systems, scrubbers, and dosification pumps have moderate potential, the mission found.

Brazil's growing economy is generating the overall resources that will enable the country to extend basic sanitation services to a greater percentage of its urban population. Conservative estimates place 1978 spending for air and water purification and pollution control equipment at close to $390 million, a level representing a 13 percent average annual increase above 1975 purchases of $269.4 million. U.S. manufacturers, whose 1975 sales of air and water purification and pollution control equipment to Brazil are estimated at $19.5 million, should have little difficulty in maintaining their strong competitive position in this market through 1978.

DEMONSTRATION IN COLOMBIA—*During mission stop in Bogota, M. F. Schwenk (right) explains electrostatic precipitator model. Others, from left: Mission Director Enrique Vilella; Saul Duque, Director, Colombian Institute of Administration; Colombian General Alvaro Valencia Tovar; Edward B. O'Donnell, Jr., U.S. Embassy.*

In Rio, the participants got a good overview of the market through the high number of consulting firms interviewed. Both industrial and government end users are relying increasingly on independent specialized consultant engineers for help in selecting the exact types of purification and control equipment appropriate for a particular installation.

In Both Rio and Sao Paulo, the mission was briefed by the state pollution control agencies, which proved to be very responsive to the nation's pollution control awareness and recent legislation.

In Sao Paulo, the U.S. group made a complete sales presentation to CETESB, the state pollution control agency, and were enthused with the number and quality of joint ventures and licensing possiblities—an increasingly important way to develop business in Brazil now, in view of its recent import restrictions. Theme related non-promoted products, such as measuring equipment for stack analysis, pyrolosis plants, and solid waste technology, should have a market.

For Brazil, the mission is looking toward an estimated $4 million in sales during the next year.

The response of the Government of Colombia and its industrial and commercial sectors was surprisingly enthusiastic, as was reflected in the quality and diversity of business appointments. In addition, Director Vilella was invited to speak on pollution control to university business administration students.

Prospects for pollution control equipment sales and engineering services were reported promising in sugar processing, brewery and distilling, steel, textile, chemical/petrochemical, and water treatment industries. Municipalities and Colombian Government regulatory agencies indicated a need for water purification and waste treatment plants.

The mission reported $50,000 in immediate sales, and estimated some $11.2 million worth of orders in the next year, for the Colombian market. Following are the members and their companies:

Uwe K. Korupp, Chem-Tech International, Lawrence, Mass.; E. P. Stastny, Environmental Elements Corp., Koppers Co. subsidiary, Baltimore, Md.; Robert Slenes, General Resource Corp., Hopkins, Minn.; Charles S. Blethen, Mantra Inc., Minneapolis; Anatole J. Sipin, Anatole J. Sipin Co., Inc., New York; and M. F. Schwenk, TEPCO Inc., Garland, Tex.

Timber Industry Mission To Malaysia, Philippines Finds Equipment Markets

Timber industries are buzzing along in the Philippines and in Malaysia, and members of a U.S. trade mission that just returned from the area expect to sell a substantial amount of equipment out there during the next year or two. Both countries are moving toward more extensive processing of logs—at least into plywood veneer or sawn timber—a step that should significantly strengthen opportunities for equipment sales.

The 11 mission members—suppliers of logging tools, log skidders and loaders, moving equipment, chain hardware, portable sawmills, lumber packers, laser lights, veneer dryers, edgers, slabbers, dry kilns, solid waste converters, and engineering services—were observing markets in Davao and Manila in the Philippines, several cities in East Malaysia, and Kuala Lumpur in peninsular Malaysia. The Commerce Department trade mission, led by Eric C. Silberstein, Director of the Department's Los Angeles District Office, found that:

- U.S. equipment is quality and price competitive in both countries.
- All mills, except those in U.S. joint ventures, need to be modernized.
- Most equipment sales will be made through agents who can provide service support.
- Aside from certain restrictive Central Bank regulations in the Philippines, credit is available in both countries.
- The Japanese are by far the United States' biggest competitors; a few northern European countries have penetrated the markets.

In Manila, the mission was briefed by key industry associations and by the Secretary of Trade, Assistant Secretary of Resources, and the Central Bank's Manager of Public Debt. In Davao, the group visited lumber, veneer and plywood mills.

A limiting factor for U.S. companies, the mission found, is that equipment suppliers from other countries — notably Japan, Taiwan, and Korea — sometimes trade machinery for a percentage of the output of logs and finished goods. "Our companies are not ordinarily in a position to entertain such terms and are therefore noncompetitive to the degree that such conditions are important," Silberstein noted.

Malaysian timber producers recently have seen a solid firming up of prices and are in a bullish mood. Thus, they are more receptive to adding new plant and equipment than they have been for the last 18 months.

In timber-rich East Malaysia, the U.S. suppliers visited Sandakan in the state of Sabah, and Sibu and Kuching in Sarawak. Twenty miles up-river from Sibu, the mission members toured a sawmill. In Kuching, capital of Sarawak, Silberstein talked with the Chief Minister and Minister of Forestry, and other government officials who expressed interest in U.S. timber know-how.

Timber concessions in East Malaysia are limited in number, and relationships with Japan are well developed—partly because there has not been a significant American "presence" in Malaysia, Silberstein points out. U.S. sales prospects, however, will depend to some extent on whether direct markets for Malaysian products can be developed in the U.S.

The representative of Ferrex International, New York, commented that although no immediate sales developed for his firm, "penetration into the marketplace was achieved and hopefully orders for log skidders will result fairly shortly." C. Robert Lightner, York-Shipley, Inc., York, Pa., concluded, "Exposure to key people in the forest products industry was excellent, which should result in many sales for years to come."

Other members were: Peter Conibear, Clark Equipment Co., Benton Harbor, Mich.; Andrew N. Ferretti, Ferrex International, New York; Michael K. Harvey, Husky Hydraulics, Two Harbors, Minn.; Charles R. Horgan, Sunpack Movers, Seattle; Frank J. Mazil, Ellison Co., Portland, Ore.; Thomas F. Meis, Jackson Lumber Harvester Co., Mondovi, Wis.; Richard W. Rudolph, Proctor & Schwartz, Philadelphia; Jack R. Stocker, Dixie Industries, Chattanooga; Donald B. Turner, Lumber Systems, Portland, Ore.

MISSION IN MALAYSIA—*The U.S. timber industries group visits a sawmill near Sibu, Sarawak. Mission Director Eric C. Silberstein is third from right.*

Commerce To Air Boycott Violation Charges Vs. Firms

Letters setting forth charges against firms for alleged violations of Commerce Department export regulations related to the Arab boycott of Israel will now be made public by the Department.

Commerce Secretary Elliot L. Richardson said, "I have assured myself that such letters will only be issued after the Department's Office of Export Administration has determined that it has a prima facie case that a violation of its regulations pertaining to the Arab boycott has been committed. On this basis, I have concluded that public disclosure of charging letters is appropriate."

As charging letters are issued, the Department will make public its action in news releases.

Charging letters are the initial action taken by the Commerce Department in compliance proceedings against alleged violators of the Export Administration Act. In the past, compliance proceedings, including charging letters, have been confidential.

Firms so charged may respond in writing to the charges, or they may default, or consent to the imposition of sanctions. A hearing commissioner reviews the evidence, makes findings of fact and recommends a course of action to the Director of the Office of Export Administration. The Director issues an appropriate order that may deny export privileges, place the firm on probation, impose a civil penalty up to $1,000 per violation, or combine some of the sanctions. The Department of Commerce has recently requested legislation which would allow increase of the civil penalty up to $10,000 per violation.

Under Export Administration regulations, exporters are required to report to the Department within 15 business days any request relating to the Arab boycott of Israel, unless they elect to file quarterly reports which are due 15 days after end of calendar quarter.

Multilateral Trade Negotiations

This article is another in a series of progress reports on the multilateral trade negotiations, prepared by the Commerce Department Office of Int'l Trade Policy.

WASHINGTON

Industry Sector Advisory Committees (ISACs) met April 13 and were consulted on the issues of border taxes, safeguards, the U.S. tariff-cutting formula, and the handling of sectors in the negotiations. A full review of the advisory process since its inception in June 1973 was given by Forest Abbuhl, Deputy Director of the Commerce Department Bureau of International Economic Policy and Research. He emphasized the continuing need to "fine-tune" the advisory reports, and particularly the need to rank the value of concessions according to potential trade effects, a process that requires comprehensive knowledge of industry and market conditions. The ISACs will be exploring and responding to the various negotiation issues at June 2-15 meetings.

The first of a possible series of technical discussions on the draft Standards Code is being scheduled for a day during the week of May 24. Although all ISAC members have been invited to this closed session, contributions of members with a direct interest in technical aspects will be primarily sought.

GENEVA

The **MTN Sectors Group** held its fourth meeting April 6-7, and a divergence of views on this issue—whether all barriers to trade in a particular product sector should be negotiated on a coordinated basis—is still apparent. Discussion centered on a Canadian proposal to liberalize trade in copper and copper products which would go beyond the general negotiating approach and attempt to expand trade for processed and finish products under stable conditions. Strong opposition was voiced, and a lengthy Canadian rebuttal followed.

The U.S. explained its intention to seek negotiated solutions to cyclical distortions in steel trade on a sectoral basis while liberalizing conditions in this trade. The U.S. said it planned to put a specific proposal before the group. Canada also stated its intention to propose sectoral negotiations on copper, nickel, lead, zinc, and wood products. Several delegations expressed strong reservations about these possible proposals. Following a suggestion by India, the GATT Secretariat will do a feasibility study on handling handicrafts as a separate sector. Next meeting of this group is tentatively set for early fall.

The **Nontariff Measures Subgroup on Quantitative Restrictions (QRs) and Import Licensing Procedures** met March 29-31, to discuss status reports by countries involved in QR consultations, and possibilities for formulating procedures for bilateral/multilateral negotiations, differential treatment for LDCs, and import licensing procedures.

The U.S. reported it has requested consultations with 35 countries plus the European Community, has received requests from 16 plus the Community, and has completed 12, a disappointingly slow pace, in the U.S. view. Other countries also reported that the consultations are moving more slowly than expected. The reason for this slow pace continues to be the divergence of views on the inclusion or exclusion of certain QRs from the consultations, in particular, those affecting agricultural products. The subgroup agreed that it should be in a position to review the results of the QR consultations at its next meeting scheduled for the week of July 12.

In an unexpected intervention, one delegation suggested that progress in the subgroup might be facilitated through multilateral adoption of a general formula which would call for: 1) elimination, with certain exceptions, of QRs by all participants after a specific date; 2) application of a consistent set of rules to all exceptions; 3) publication and annual review of all permissible exceptions; 4) establishment of a phaseout program for all impermissible exceptions; 5) justification of all exceptions retained after a certain phaseout date; and 6) special and differential treatment to LDCs.

The developing countries generally supported this suggestion, stressing the necessity to adopt proposals for special and differential treatment of developing countries as called for in the Tokyo Declaration. In response, certain developed countries expressed strong reservations concerning the feasibility of a general formula to deal with divergent QR problems. However, it was decided that no decisions concerning a general formula would be made until consultations end.

With respect to import licensing procedures, the U.S. reiterated its view that automatic licensing systems, such as those used for statistical purposes, should be eliminated. The U.S. contends that statistical objectives can be accomplished by other means and that automatic licensing systems have been used to restrict trade.

Hearings on petitions relating to the U.S. General System of Preferences will be held by the Office of the Special Trade Representative June 1-4 in Room 20008, New Executive Office Bldg., Washington. The petitions must have been filed prior to May 5. Requests to present oral testimony must be submitted to the Special Trade Representative not later than May 28.

After tabling March 1 with the **Tropical Products Group** its detailed negotiating offer, the U.S. began in early April a series of bilateral consultations in Geneva with various countries. Such consultations are expected to be completed before the Group meets in mid-June.

It is the U.S. view that in order to assure a successful negotiation, developing countries that would benefit from U.S. concessions must also contribute by making some concessions of their own. Requests for contributions which the U.S. is making in the bilateral negotiations are described as consistent with the obligations under the Tokyo Declaration and reflect a realistic assessment of expected contributions.

The **Subgroup on Grains** is scheduled to meet again on May 24. Although an agenda for the meeting has not yet been issued it is likely that the subgroup will continue its examination of the grain trading systems of major producing and consuming countries which have not yet been examined. This could include Australia, Canada and perhaps Brazil and India. In addition the group will consider further the three inter-related topics of trade liberalization, stabilization, and the special needs of less developed countries.

As agreed to at the April 5-6 meeting of the **NTM Subgroup on Subsidies and Countervailing Duties,** the GATT Secretariat will compile an inventory of country positions on the basic issues in this field. The U.S., introducing the proposal, suggested that a checklist would indicate areas where there are substantial agreements and where the greatest apparent differences exist. A meeting of the subgroup in mid-July will review the inventory.

Regarding differential treatment for developing nations in the subsidy/countervail area, the U.S. and others expressed the view that these countries should not have an unlimited right to grant subsidies and that there is no justification for continuing to subsidize exports of industries already competitive. To the argument that subsidies are sometimes necessary to offset foreign import duties, the U.S. countered that such action unilaterally negates tariffs importing countries justifiably maintain. India stated that it was simpler administratively to grant export subsidies than rebate certain indirect taxes. The U.S. noted the impact that varying tax practices have on international trade and expressed the need to deal with the problem in any eventual subsidy/countervailing duty agreement.

Trade Fairs, Centers

Steps Toward Noise Control In Japan Seen As Spur To U.S. Instrument Sales

Noise pollution has become an acute problem in Japan and increasing public attention and demand for improvements are being felt by the government. This situation was reflected in the hundreds of sales leads developed during a recent exhibition of noise and vibration testing and control instrumentation at the Tokyo U.S. Trade Center.

Despite Japan's recession, recent estimates indicate that spending by industry for such equipment will rise by more than 20 percent in fiscal '76. In addition, Japan's Environment Agency plans to recommend vibration controls to the parliament. Such controls would spur demand for vibration abatement products.

The exhibition, with 17 participants representing 29 U.S. firms, covered industrial and environmental testing equipment and measurement instrumentation, hearing conservation equipment, and noise and vibration control products. In noise and vibration, some Japanese items do not satisfy the technological nor capability requirements of end users. Therefore, opportunities are strongest for U.S. products utilizing advanced technology or new applications. Among exhibitors' equipment reported to have the best potential were data recorders, sound-level meters, vibration/noise analyzers, and silencers.

As Japanese manufacturers increase their production to meet growing domestic demand, the price competitiveness of their products may be strengthened. However, if inflation continues at a higher rate in Japan than in the United States, the price competitiveness of Japanese products will tend to diminish.

More attention to pricing at competitive levels, adoption of the metric system, and conformity to Japanese industrial standards would all enhance the market penetration of U.S. products, according to the U.S. Embassy in Tokyo.

A seminar organized by *Sound and Vibration* magazine was a drawing card for the show. The U.S. exhibitors reported immediate sales of $140,319, and a 12-month projection of $5.2 million.

BIOMATION CORPORATION
DYMAC DIVISION OF
SPECTRAL DYNAMICS CORP OF SAN DIEGO
PCB PIEZOTRONICS INC.
SPECTRAL DYNAMICS CORP OF SAN DIEGO
ZONIC TECHNICAL LABORATORIES, INC.

CUSTOMERS IN TOKYO—*Visitors at U.S. Trade Center exhibition on industrial and environmental noise and vibration instrumentation hear Gerald J. Zobrist, President of Zonic Technical Laboratories, Inc., explain his firm's products.*

GOOD VIBES—*The sounds were clear, the visitors many, and sales excellent at the Milan U.S. Trade Center Hi-Fi and Musical Instrument Exhibition.*

'Hi-Fi USA' At Milan Trade Center Records On-The-Spot Success

Good sounds and good sales went hand in hand at "Hi-Fi USA," a recent Milan U.S. Trade Center exhibition, during which the participants recorded a whopping $1.3 million in off-the-floor orders.

The show results confirmed that there are few U.S. high-fidelity and stereo products that do not have a favorable sales potential in Italy; however, relatively expensive, quality types have the strongest appeal. Specific products with the best sales prospects include stereo receivers, stereo amplifiers, quadriphonic receivers, turntables, quality speakers, cassette recorders and stereo/quad phono cartridges.

More moderate potential exists—due to the underdevelopment of the market at present—in stereo headphones, tuners, noise reduction systems, sound compression/expansion systems, moving coil phono cartridges, reel-to-reel tape recorders, compact stereo systems and discotheque speakers.

Imaginative and innovative techniques were utilized in promoting this event. Some 45 of the 55 represented U.S. firms wished to demonstrate their various sound systems. To provide each exhibitor two 20-minute periods per day, sound demonstration rooms were provided. The participants are looking toward sales of an estimated $9.4 million during the next year.

Sudan, Botswana Want U.S. Expertise For Semi-Arid Land Development

For six U.S. agriculture and irrigation specialists just back from the Sudan and Botswana, these countries represent challenging and growing markets eager for U.S. expertise in developing semi-arid lands toward the boosting of food production.

The U.S. group -- representatives of firms supplying agricultural and irrigation equipment and supplies—was organized as a Commerce Department technical sales seminar, which provided an opportunity for those in attendance to exchange ideas, identify problems, and review agricultural techniques. Dr. R. B. Wilson, Assistant to the Secretary, U.S. Department of Agriculture, served as chairman. Through the seminar, and private appointments arranged by the U.S. in Khartoum and Gaborone, the group obtained timely insights into the area's specific food production problems.

Bill Vick of Thuron Industries, a Dallas-based chemical firm, said, "The informal approach allows my contacts to really open up concerning problems. It also allows me to learn about animal husbandry practices in use, parasites involved, and animals of commercial value. With this information I can go back to my labs and design products which will fit [the market]."

In the Sudan, where traditional methods are fast giving way to large-scale modern techniques in irrigation and agricultural production, the government has the financial support of the World Bank and oil-producing countries to augment production of staples such as corn, rice, wheat, cotton and groundnuts. Sudanese agricultural leaders, backed by a modern and active research program, feel these stepped-up production goals can best be met through better farming methods, proper use of fertilizers, mechanization in cultivation and harvesting, and by expanding the acreage now being farmed.

AT SEMINAR—*In Khartoum, Chairman R. B. Wilson (left) presents U.S. medal to Minister of State for Research and Services Hussein Idris (right), as U.S. Ambassador William D. Brewer looks on.*

Reflecting the government's determination in this area, more than 75 agricultural leaders from both the public and private sector attended the seminar sessions in Khartoum. Sudanese agricultural research officials stressed that while the Nile provides an abundant supply of water for the nation's irrigation projects, new methods requiring less water per acre, such as drip irrigation, are being studied—with a view toward the future when, as most experts agree, the Nile water volume will not be as plentiful as previously forecast.

In their business appointments, most of the U.S. businessmen found the Agriculture and Irrigation Ministry officials well informed on U.S. semi-arid land development practices. The group members observed that the best way to build and sustain an effective market in the Sudan would be to establish solid contacts with a resident agent or representative. Said one high-level Sudanese official, "We always respond better when we know a U.S. firm has its representative based right here in the Sudan and not at the end of an overseas cable line."

Botswana also has strong agricultural financial support from several world organizations. The country has embarked on major activities to further develop its cattle production and to reduce its reliance on imported food, through development of dry land farming and small irrigation projects. As in Sudan, the participants found a high degree of interest in U.S. agriculture technology.

As a result of the seminar, the members project some $4 million worth of sales to the two countries in the next year. Four of the participants continued on to Morocco, Zambia, Nigeria and back to Sudan after the mission was concluded.

The members, and the companies they represented, were: Michael Albaugh, Cessna Aircraft, Wichita; Charles Near, Hastings Irrigation Pipe, Hastings, Neb.; V. J. Sliupas, International Engineering, San Francisco; J. David Eller, M & W Pump, Deerfield Beach, Fla.; William P. Vick, Thuron Industries, Dallas; and Jim Adams, Hobbs-Adams Engineering, Suffolk, Va.

FOR HOTELS—*Cook Machinery representative D. Garber (right), at Paris Trade Center, explains to U.S. Ambassador Kenneth Rush new approach to laundering—on location.*

French Buyers Seek New Features In Hotel, Restaurant Equipment

Microwave ovens, beverage dispensers, spices in their own convenient grinders, carpet-cleaning machines, background-music carousels, computerized cash registers, fire-alarm systems—what's the connection? All, among many others, were appraised after a Paris U.S. Trade Center show as "best-sales-potential" items.

The Paris exhibition centered on equipment for hotels, restaurants, and institutions. Fourteen of the 22 U.S. firms that took part in Paris exhibited the following week at a special tandem event in Lyon. During both shows, trade visitors were looking for equipment with novel features.

At the Lyon Holiday Inn's exhibition hall, a carpet-cleaning problem was so well solved by two of the exhibitors demonstrating their machines that the Holiday Inn purchased the equipment.

The market for hotel and catering equipment in France is likely to grow rapidly, as hotel construction resumes after several years of inactivity. Within the next five years, several thousand commissary restaurants are expected to be built.

Compared with similar products already manufactured in France, U.S. institutional equipment is competitively priced in that market. Well-known U.S. manufacturers, introducing new product lines, should find that sales potential is excellent—even though the equipment may be expensive.

Results of the two shows were reported as follows: floor sales, $104,000; 12-month projections, $3.8 million.

Worldwide Business Outlook

Massive Investments On Small Base Bring Growth Pains To Saudi Arabia

The rapid expansion taking place in Saudi Arabia is resulting in serious growth pains for the economy. Some of the problems that are developing as massive investment resources are applied to a small infrastructural and industrial base are outlined in a report from the U.S. Embassy in Jidda. The Embassy's analysis of the current situation in the oil-rich Mid-East nation includes a discussion of investment projects and consumer demands that offer the best opportunities for American business.

Oil so clearly dominates the Saudi economy that it accounted for 84 percent of gross domestic product and over 99 percent of all exports in 1974. Non-petroleum-related manufacturing accounted for only 2 percent of GDP, an extremely small base upon which to invest $142 billion between 1975 and 1980 (as promised in the Five-Year Development Plan). It is not surprising that existing infrastructure is now being taxed far beyond capacity, or that the larger cities of the Kingdom are experiencing shortages and high prices reminiscent of oil and gold boom towns of old.

Side effects of rapid development

Housing and hotel space are at a premium, and land prices and rents are skyrocketing. The electricity, water distribution, waste collection and communications networks are overtaxed and cannot be expanded rapidly enough in the short run to keep up with demand. A flood of car imports (largely Japanese) threatens to bring traffic in Riyadh and Jidda to a standstill. Most critical of all, port capacity is inadequate to meet the upsurge in import orders. Ships are now experiencing delays of more than 90 days in Jidda and shipping surcharges have been boosted to 85 percent by most shipping conferences.

Almost as serious as limited port capacity is a labor shortage. Although new visa procedures have facilitated the inflow of foreign labor, the recruitment process is by its very nature slow (even in modern economies such as West Germany's). Moreover, although unskilled labor can be recruited fairly readily abroad, it is more difficult to find the semi-skilled and skilled workers so necessary to a modernizing economy. The most serious shortage of all is the lack of professional managerial personnel.

Despite these handicaps, the Saudi economy is developing very rapidly; in fact many of the problems cited are directly attributable to rapid development. The bulk of Saudi investment will be in large, semi-public joint ventures in the petrochemical-related fields, and in certain industries characterized by high energy and capital costs (areas in which the Saudis have a "comparative" advantage). Industrial complexes in Jubayl (near the oil producing areas on the East coast) and Yenbo (on the Red Sea) are planned to include as many as five petrochemical complexes, two to three export refineries, several fertilizer plants, an aluminum plant and possibly a 3.5 million ton per annum steel plant. Pipe lines (gas and crude) will be constructed to connect the Yenbo site with East coast feedstocks. A good portion of the necessary feedstocks and the energy to run the complexes will be produced by a massive gas gathering project which will harness natural gas now flared at wellheads. Total investment in these projects (including infrastructure and private participation) will exceed $50 billion. Private sector participation in the projects will be restricted to the foreign partners involved in the various joint ventures, but the government plans eventually to sell off its share in each project to private Saudi citizens.

The government will also spend massive sums in the next five years on urban development (planned expenditures $15 billion); water and desalination ($10 billion); health care ($7 billion); and electricity ($5 billion). Large sums will also be invested in a variety of low-cost housing programs and subsidies. In the fiscal year ending June 1976 the Saudis have allocated a total of $21 billion to such development projects.

Private investment is also rising rapidly, although not necessarily at rates or in the direction that economic planners might wish. To date, much of the investment is channeled into the traditional areas of commerce, trade, and residential and commercial construction. A high percentage of capital which would otherwise have been available for productive investment has gone into land speculation.

These factors, and the problems noted, have delayed many promising investments or joint ventures in the industrial sectors. In many cases holders of licenses to build factories or plants have simply not begun construction. Nevertheless, a small but increasingly affluent market is present, and the amount of investible money, as well as cheap public sources of finance, leaves no doubt that private industry will prosper on a small scale.

Most of private demand, both for capital formation and private consumption, is met by imports. In fact, imports in the GDP accounts exceeded private consumption by 30 percent. The rapid influx of foreigners with higher-than-average living standards, and the rapid increase in local wages, adds a very strong impulse to private consumer demand, but it is unlikely that imports can continue to double annually as they have for the past three years. When the large industrial projects are under way, and assuming port construction relieves past congestion, there should be another massive upward surge in imports, both real and nominal. Even at past rates of increase, imports and government expenditure cannot account for total Saudi revenue. The result can only be continued balance of trade surpluses and expanded Saudi investment abroad.

The rate of inflation in the Kingdom, although certainly very high, defies any attempt at indexation. On the one hand prices of gasoline and electricity have been cut. On the other, prices of items such as land or residential housing have risen by as much as 500 percent over the last year. The rate of inflation is certainly unlikely to be lower this year, as port congestion will seriously limit prospects that supply can expand fast enough to meet the rapidly rising demand.

Attractive area for U.S. business

The political stability of Saudi Arabia and its basic policy stance in favor of the West and free enterprise make it an attractive area for U.S. investment and a promising market for export of U.S. goods and services. The primary opportunity for U.S. firms in the next two to five years is in the major projects area via joint ventures with Saudi Government entities. Mobil, Dow, Grace and a variety of other major U.S. firms are well on the way toward negotiating joint ventures in the industrial projects to be located in Jubayl and Yenbo. Many other U.S. firms stand to profit greatly by way of subcontracting on these and on projects undertaken by third country firms. Kellog already has the contract to build the Mobil/Petromin lube oil plant near Jidda, and Fluor will undertake a massive East coast gas gathering project for Aramco. Equally large prospects are offered by the various public infrastructure projects listed above. The U.S. Corps of Engineers alone will manage projects totaling more than $16 billion over the next five years, and will expand that sum when it begins to work for the Saudi Ministry of Public Works. Bechtel is designing a huge new airport for Riyadh, estimated to cost almost $2 billion.

U.S. consultants, especially those specializing in contract development and management, will find a number of attractive projects in Saudi Arabia. In fact, the shortage of professional management personnel might make successful operation in this field critical for Saudi development. U.S. investors who carefully survey the market and existing problems are also finding profitable areas in which to begin joint ventures with private Saudis. Anaconda and Standard Oil of California, for example, are planning an investment in copper wire production and Foremost McKesson is working on a promising dairy venture. Labor-intensive projects should be avoided whenever possible.

At this time U.S. exports enjoy a favorable position in the Saudi market, due to the reputation for excellence which U.S. products enjoy. Some 31 percent of Saudi imports in 1974 originated directly from the United States and another 10 percent of the total may have been transshipped through Beirut. Best prospects are in those areas related to major projects. Capital equipment, construction machinery, and all products associated with industrial construction offer opportunities far larger than the size of the population or the non-oil economy might otherwise indicate. Products associated with the various public projects will also be in high demand.

Consumer durables will be in increasing demand as the level of affluence increases. Nevertheless, by American standards, the total size of both durable and non-durable markets will remain small in an absolute sense. The total population was probably no more than 6 million in 1975, including foreign.

Catologs and company literature will not sell the product as in the United States or Europe. Neither will a single visit of three days. This market is best sold by perseverance. It is wide open, but U.S. firms should expect tough competition from Europeans and Japanese.

Relations between Saudi Arabia and the United States have been close for a number of years. A joint Economic Commission was set up in 1974 to provide reimbursable technical assistance and facilitate private sector participation in Saudi development plans. The Five-Year Plan presumes participation by U.S. industry and access to U.S. supplies. However, there is a cloud on the horizon. Saudi Arabia accepts and supports the Arab boycott of Israel. At the same time, U.S. law and policy prevent discrimination against a U.S. citizen on grounds such as religion or with the secondary nature of the boycott (that is, in which a contractor or exporter is required to pledge not to do business with a firm which is on the boycott list). The potential for disagreement is not insignificant; a concerted effort by both sides will be needed to avoid problems which might limit U.S. exports to the Kingdom.

Improved Dutch Economy Can Help U.S. Exporters Increase Sales Volume

The general economic situation in the Netherlands is expected to show improvement by the second half of this year. Joseph A. Harary, Commercial Counselor at the U.S. Embassy in The Hague, notes that U.S. exporters can increase their share of this market by more aggressive effort.

The Netherlands is the sixth largest market in the world for U.S. exports, taking some $4.1 billion worth of American goods last year. Among products that have shown substantial increases are woodpulp, sulphur, minerals and metals, coal, pitch and asphalt, copper and copper alloys, aircraft engines as well as complete aircraft and parts, office equipment, construction equipment, mechanical handling equipment, telecommunications equipment, as well as electronic and other measuring and controlling instruments. While Dutch consumer demand has been sluggish, a number of American consumer products have been finding a good market in the Netherlands.

Dutch wage rates are among the highest in the industrial world. As a matter of fact, wage earners here increased their share of net national income to over 95 percent in 1975, thus leaving only a 4 percent return on industrial investments before taxes. This should encourage manufacturing firms to acquire labor-saving equipment, a sector in which the United States is strong. An added advantage to U.S. exports is the lower rate of the dollar.

Continuing, increasing need

Both public and private interest in pollution control offers additional opportunities for U.S. exports. This is a continuing and increasing need. Demand for anti-pollution equipment will continue its upward trend in the future. American manufacturers are generally more experienced and often can offer more advanced technology — an advantage which can lead to substantially increased exports.

The energy field also offers good prospects for U.S. exports. The Netherlands plans to expand and restructure its electric generating facilities to reduce its current heavy dependence on natural gas.

Exploration and production of oil and gas, on land and offshore, is quite extensive and requires much equipment. American companies may find it profitable either to appoint agents or to seek joint ventures with Dutch firms.

The United States is second only to West Germany as a source of laboratory instruments, and supplies about a fourth of Dutch imports. We are particularly strong in electric and electronic instruments. Our advanced technology is appreciated.

The Dutch market for laboratory instruments grew by 80 percent from 1972 to 1974, and continued to grow in 1975 despite the serious recession in the country. Research is playing an increasing role in chemicals, especially petrochemicals; this field provides an excellent opportunity for expanded exports from the United States.

The Netherlands has a very important food processing industry with annual volume of $2 billion. Imports of equipment have been rising steadily in the last few years. While West German competition is strong, Harary believes a more aggressive effort to penetrate this large market by American companies would yield excellent results.

Nation of traders

The Netherlands is a nation of international traders who market American and other foreign products along with their own in many parts of the world and particularly in neighboring countries. Foreign trade represents about three-fourths of the country's gross national product.

About 30 percent of imports from the United States are re-exported to other countries, often after processing or repackaging. The market for imports is very broad and ranges from raw materials and agricultural commodities to the most technologically sophisticated equipment. Much of this onward business goes through Rotterdam, the largest and perhaps best located port in the world. From that vantage point, the Netherlands can easily cover the EEC market of over 200 million people within a 200-mile radius.

Competition from other industrialized countries, particularly West Germany and France, is very strong. While currently we may have a slight edge pricewise, mostly because of the lower rate of the dollar, American companies must remember that prompt delivery and after-sales service are important elements if a transaction is to succeed and business is to expand.

The Netherlands offers excellent opportunities to U.S. exports even in the recent depressed situation of its economy. Harary is optimistic that U.S. sales to the Netherlands will expand significantly in future years, provided American companies make the necessary effort. The time to enter the market or to increase export volume is now, Harary concludes.

NORWEGIAN TECHNOLOGY—*Elkem-Spigerverket is using computers for control of large electric smelting furnaces. Here, the control room at Bremanger Smelteverk.*

Norway Ready To Resume Growth; Demand Swells For Variety Of Goods

Norway is ready to resume growing at a fairly rapid pace this year, reports the U.S. Embassy in Oslo, following a relatively mild cyclical downturn in 1975 caused by reduced demand abroad for its products and services.

Growth impulses are coming from largely public sector investments and from consumer demand reinforced by a series of government measures aimed at maintaining production and employment. Huge balance of payments deficits caused by the discrepancy between domestic and foreign demand are not considered risky, in view of near-future petroleum revenues. Norway's current main economic problem is inflationary pressure which threatens the country's competitive status. Government as well as industry forecast a rising rate of economic expansion in 1976. The official prognosis envisages 7 percent growth in GNP, and import and export volume rises of 8 and 13 percent respectively.

If Norway sustains its economic performance in accordance with these forecasts, its demand for the entire range of U.S. export goods should continue to grow. Norway's imports from America have already climbed steeply since the pre-oil era. Growth faltered in 1975, but the precipitous drop in imports of one "big ticket" item, ocean-going oil rigs, masks substantial growth elsewhere. Imports of U.S. machinery, for example, were up by about 40 percent over 1974, and imports of other metal products and of iron and steel almost doubled from a smaller base.

Rising labor costs could account for some of the increase in machinery imports. Wage increases are bringing Norwegian labor costs in some industries above those in the United States and elsewhere, causing foreign goods to be increasingly competitive with domestic goods and sharpening manufacturers' interest in improving labor efficiency with better tools and techniques.

Selling in Norwegian stores

Wage increases are contributing also to the recent and anticipated growth in personal disposable income—a development which is expanding the market in Norway for consumer goods. The prospect of high freight rates and small orders has deterred some American businesses from tapping this market, but it can be a profitable one. U.S. hand tools, for example, various household items, and even American skis, are selling in Norwegian stores.

Requirements for stepped-up expenditures for pollution control equipment to meet new environmental standards make this product field a promising one for American suppliers. Anti-pollution measures required by the end of 1977 will cost around $300 million. Investments to meet a 1984 deadline will take another $400 million. Much of these costs will be for construction, but investment in equipment and controls will be significant.

Interest in U.S. food processing equipment, unfamiliar to Norway, has been stimulated by an industry visit to the United States. Norway's role in the F-16 co-production program will heighten interest in electronic production and test equipment, machine tools, and electronic components. Process control instrumentation is required for expansion and automation in the petrochemical, chemical, metallurgical, and pulp and paper industries.

The United States Trade Center for Scandinavia, in Stockholm, is opening the door to Norway for many American manufacturers of such high-technology products. Norwegian visitors to the Trade Center's specialized exhibitions of American products generally represent aggressive, quality firms seeking new agencies.

American industry with interests and products related to oil and natural gas exploration, production and use must keep attuned to developments in Norway. The deliberately slow pace of North Sea oil development may permit competition to grow for American supplier firms which have dominated that industry. Restraint on North Sea development also allows Norwegian firms to compete for business internationally.

North Sea holds further potential

The promise and pitfalls in the North Sea are summarized by the chief geologist in Norway's Saga Petroleum Co.: "The potential of the Jurassic in the northern North Sea and all around the North Atlantic for that matter is enormous . . . The worst factor for the explorationists is the political uncertainty which, with the high cost level, makes it rather hard to judge the relevance in undertaking the exploration."

Indeed, political uncertainty, or at least the prospect of finding higher profits away from home, may be a factor which has encouraged some Norwegian companies to expand their oil activities into the United States and elsewhere abroad, frequently with American partners.

The first exploration for oil and gas off Norwegian shores north of the 62nd parallel will take place in 1977, and the government is expected to issue further concessions south of the 62nd parallel later this year. Although government tax and participation policies may discourage some companies from engaging in the search, other companies will be engaging rigs and crews in expectations of finding even larger fields than have been already discovered. Simultaneous opportunities off North and South American coasts could put drilling rigs in short supply again.

Norwegian shipyards have become important builders of rigs and production platforms, but the demand for much of the equipment to be mounted on these assemblies will be met by U.S. products if American suppliers can keep ahead of growing foreign competition.

A vaguely defined but nevertheless real "Buy Norwegian" policy will have a growing effect on business transactions in Norway, particularly in the petroleum sector. Firms in business in Norway are enjoined to use local contractors and to buy from local suppliers whenever practicable; and large Norwegian companies have been encouraged to cooperate in establishing a consulting engineering firm and a contracting firm to pursue oil field and petrochemical business, drawing on the wide range of the parent firms' abilities. Given the government policy of supporting national business, cooperation as partners or as sub-contractors to such firms may be more profitable for U.S. companies than competition with them.

Recession Impact Hits Liberia; New Plan Is Readied

The Liberian economy came through 1975 in relatively good shape, thanks to continuing high prices for iron ore, the west African country's principal export. This year is likely to be a different story, however, as Liberia feels the backlash of the world recession, reports the U.S. Embassy in Monrovia.

Liberia's foreign trade position has gradually deteriorated by declining demand for its principal exports. The world recession reduced the quantity of Liberian iron ore exports by 28 percent in 1975 as compared with 1974. Fortunately, higher ore prices resulted in a 16.3 percent increase in the total value of iron ore exports over 1974. The rate of such increase, however, shows a drop from the 33.3 percent increase shown in 1974. The importance of iron ore is shown by the fact that in 1974 and 1975 it comprised 66 and 75 percent, respectively, of Liberia's total exports. Exports of Liberia's other products like rubber, diamonds and lumber have also declined, so that last year's trade surplus was about $73.6 million, a 34.2 percent drop from $112 million in 1974.

The outlook for improvement in the foreign trade sector for 1976 is not very promising. Liberia will probably be unable to command the premium prices for iron ore that it obtained in 1975. Therefore, in 1976 Liberia will export less tonnage of iron ore than in 1975 and at a lower unit price. On the other hand, rubber prices have recently strengthened and are likely to continue improving. Exports of lumber and logs may recover slightly as housing construction in Europe regains momentum. In view of the foregoing, the trade surplus for 1976 may be reduced markedly from that realized in 1975.

The iron ore mining companies have construction programs under way or in the planning stage. Bong Mining Co. is now engaged in a $129 million expansion of its workers' housing and pelletizing facilities. When completed in 1977, the new pelletizing plant will double Bong Mining's total capacity to almost 5 million tons. LAMCO has decided on a $121 million program at Tokadeh. Although engineering work has already started, construction is not expected to begin until 1977. The decision to proceed with the Wologisi project will be postponed until the concession agreement has been renegotiated; talks will be taking place soon. The Putu iron ore deposits in Grand Gedeh County are being surveyed by a joint German-Japanese team. Republic Steel has made additional surveys and studies of the Bie Mountain deposits in Grand Cape Mount County.

The outlook for world demand for iron will determine when and if these projects will be implemented. Even if investors agree to go ahead with these mammoth investment projects soon, little local impact will be felt over the next year.

Liberia's large timber resources provide attractive investment opportunities. Skelly Oil has already invested more than $39 million in a gigantic plywood and sawmill plant at Greenville; the entire plant will go on stream this spring. Investors from other countries are reportedly interested in obtaining timber concessions.

New development program

The government is scheduled to start its new $414 million Four-Year Development Plan July 1. The plan represents an attempt by the government to allocate limited resources to various development projects according to an established scale of priorities. Previously, various projects chosen at random for financing from the recurrent budget surplus were lumped together in the development budget. Under the Plan the government is to contribute $158 million (38 percent), while foreign donors are expected to provide the balance of $257 million (62 percent).

The Plan projects the average annual growth of real GDP during its four years at around 6 percent, roughly the same as for the period 1964-73. Liberia's balance of payments is expected to remain favorable.

The government would have to allocate an average of $40 million to the development budget to carry out the development plan. The CY 1976 budget appropriated almost $34 million for the development budget. Presumably, when the FY 1976/77 budget is prepared later this spring, the development budget would be increased, especially since initially at least the projects listed in the Development Plan are already under way. These include integrated rural development in Lofa county, tree crop plantations, road construction, paving of Monrovia streets, road maintenance improvement, a conference center and airport terminal, and expansion of electric power generating facilities.

Assistance from many sources

Liberia is currently receiving economic assistance from many sources, including the United States, United Nations, multilateral lending institutions, West Germany, Republic of China, Italy, and others. This assistance is increasingly being focused on programs and projects within the framework of the country's development objectives. Donors are closely coordinating their efforts.

For many years the United States has been the leading source of both private and official capital and technical assistance for Liberia. It has also been the major trading partner of Liberia. In 1976, there should be no significant change in this pattern.

With its "open door" policy, Liberia continues to offer attractive investment opportunities. Iron ore mining has been previously mentioned. The rapidly expanding forestry sector offers considerable growth potential. Even manufacturing, using domestic raw materials, may interest investors now, with availability shortly of free zone industrial sites and a larger internal market through phased mutual reduction of tariffs with Sierra Leone beginning in 1977 and with inauguration of the U.S. Generalized System of Preferences. Investors are cautioned that there are still major constraints, such as the lack of adequate infrastructure and labor skills.

Liberia has become an important export market for U.S. products. Imports from the United States in 1975 rose to almost $100 million. In 1976 the United States is expected to maintain its premier position in the Liberian market, because of established product acceptance and competitive prices. Demand for construction and mining machinery and transportation equipment, in particular, should remain strong.

Afghanistan Doing Fairly Well; Plan May Define Goals

Afghanistan enjoyed a fairly good year in 1975 but is worried about a possible water shortage and decline in agricultural production in 1976. Fiscal indicators such as government revenues and balance of payments were favorable and inflation has been held at a reasonable level. The U.S. Embassy in Kabul adds that a new economic plan currently being prepared may help in charting a course for the economic development of the country.

Agriculture is the key sector of the economy, employing about 85 percent of the population and contributing about 50 percent of GDP. Fluctuations in agricultural output and world prices for agricultural products are major factors for the economic well-being of Afghanistan. Production of most agricultural products increased slightly in the 1975 crop year over 1974 but were down from the bumper crops of 1973. The outlook for 1976 is uncertain, but there are fears that winter precipitation, mainly in the form of snow, may prove insufficient, and agricultural production, particularly of wheat, may suffer.

Reliable statistics are difficult to cite for Afghanistan but several indicators—balance of payments, government revenues and inflation rate—are positive. A predicted balance of payments deficit for Afghan year 1354 (March 1975-March 1976) failed to materialize. Restrictions on the import of some consumer items, reduced world prices for sugar, a major import, and increased receipts from exports of natural gas, cotton and karakul (Persian lamb) helped reverse an anticipated gap between imports and exports. The Soviet Union boosted Afghanistan's short-term balance of payments position when in early 1975 it agreed to debt-servicing relief of about $135 million for 1975-1980. As a result the debt service ratio dropped from 21 percent in 1974-75 to about 13 percent in 1975-76.

Afghanistan, in the 2½ years that the current government has been in power, has failed to make substantial progress in setting the course of the economic development of the country. However, Afghanistan is presently engaged in an effort to draft a comprehensive economic development plan. The seven-year plan, being compiled with the assistance of Soviet, West German and Indian advisers, is expected to be completed this summer and may offer a clearer picture of priorities and strategies in meeting the development needs of the country than presently exists.

In the meantime, the miniscule private industrial sector is in a state of almost total stagnation. Faced with government indecision on the role of the private sector and conflicting signals, most Afghan and foreign investors continue to reserve judgment on new investments in Afghanistan.

Among factors playing a role in the hesitancy of investors are:

- the Foreign and Domestic Private Investment Law of 1974 requires majority (51 percent) Afghan investment in any joint venture with foreign firms. Afghan investors have not shown a willingness to come forward with enough capital to establish major new ventures;
- duty rates sometimes discriminate against local industries by levying lower rates for finished products than for raw materials. Recent efforts by the government to rationalize the tariff schedules have stalled, at least temporarily;
- adoption of a Money and Banking Law in July 1975 calling for nationalization of the banking sector has contributed to the present environment of uncertainty in the private sector;
- the rules of the investment game in Afghanistan are not well-defined and uniformly implemented. Local investors face a wide spectrum of problems in dealing with the government;
- tax regulations are unclear, and the government desire to increase revenue collection has given problems to some firms.

The government did approve a number of new investment proposals in 1975. Among these is a private joint Afghan-American venture to process licorice root. In 1974 an Afghan-American project to process hides and skins was approved and is operating successfully. These projects indicate that private investment projects in Afghanistan are feasible and that Afghan capital can be found to participate in joint ventures.

The climate for economic development has improved substantially during the last two years, with assistance offers coming from new donors, principally the oil producing countries. Iran has offered assistance for economic development which could total as much as $1.5-$2 billion, for projects ranging from river basin development to a new railroad linking the country with Iran's transportation network and its Gulf ports. Saudi Arabia has offered a total of $65 million in low-interest loans and grants and Iraq and Kuwait have extended similar assistance offers. These could total over $1 billion in approved projects over the next decade, a sum roughly equal to the total assistance Afghanistan has received from all sources since the beginning of large-scale aid programs in the early 1950s. In addition, continuing assistance programs from traditional bilateral donors plus new development projects financed by the World Bank and Asian Development Bank add to the wealth of capital available to the country for its development plans.

Prospects for U.S. exports of services and materials to Afghanistan are excellent for the next several years. Services required to develop new projects will have to be acquired from foreign firms as new assistance donors often do not have sufficient trained personnel to assist Afghanistan in using their aid offers. Afghanistan also suffers from a shortage of trained manpower. The reputation of American construction, engineering and consulting firms is good in Afghanistan and American firms have a good chance of obtaining some forthcoming feasibility study, construction and supply contracts. More than $1 billion in new money may be spent in Afghanistan in the next decade and American firms have good possibilities of obtaining a substantial share.

On the investment side, the government has interest in heavy industry (coking plant, iron and copper refining), import substitution (textiles, plastics, iron and steel, and fertilizer) and export promotion (cotton, agricultural products). The best potential is probably in export-oriented agri-business with opportunities for developing industries to process and export fruits and nuts, meat, and hides and skins. Most industrial expansion will be done as government-contracted turnkey projects, providing construction opportunities without investment, but some projects may need to be done on a joint venture basis.

Doing Business With Poland Is Subject Of Workshop

The Polish-U.S. Economic Council will hold a "Doing Business with Poland" workshop on May 24 at U.S. Chamber of Commerce headquarters in Washington.

The all-day program will be geared especially to the interests of smaller and new-to-market firms, but multinational concerns already involved in Poland will find valuable opportunities to compare notes and renew contacts with Polish commercial officials both from Warsaw and the Embassy. Participants will include members of a high-level Polish delegation, led by the president of the Polish Chamber of Foreign Trade, Wlodzimierz Wisniewski, as well as senior executives of many of the most experienced U.S. firms involved in U.S.-Polish trade and industrial cooperation.

Interested parties should direct inquiries to the Polish-U.S. Economic Council, c/o Johns Hopkins SAIS, Room 513, 1740 Mass. Ave. NW., Washington, D.C. 20036. Telephone: 202-785-6289.

Calendar For World Traders

May 12—New York—International Executives Assn. luncheon meeting. Theme: New York's Arab Boycott Law—How Does It Affect You?

May 12—Greenville, S.C. — Greenville-Spartanburg International Trade Club's World Trade Salute, Textile Hall.

May 12-14—Ann Arbor—Seminar on Licensing & Joint Ventures. Participants include Commerce's Joseph Lightman.

May 17—New York—World Trade Day luncheon, Hotel Plaza. Speaker: Under Secretary of Commerce James Baker.

May 17—Reno, Nev.—Rotary Club meeting. Speaker: Commerce Deputy Asst. Secretary Alan Polansky.

May 17—Portland, Ore. — Chamber of Commerce Forum. Speaker: Ed Stimson, General Aviation Mfg. Assn.

May 18—Newark—9th New Jersey World Trade Conference, Holiday Inn-Jetport. Theme: New Jersey—Gateway to International Commerce.

May 18—Charlotte, N.C.—North Carolina World Trade Assn. meeting, Sheraton Center. Also, Greensboro District Export Council meeting.

May 18—Atlanta—Seminar on Political and Economic Issues in the Middle East. Sponsor: Southern Consortium for International Education.

May 18—Long Island—World Trade Day and 4th International Trade Exposition and luncheon. Sponsor: World Trade Club of Long Island Assn. of Commerce and Industry.

May 18—Augusta, Ga. — World Trade Week luncheon, Towers Motor Hotel.

May 18—Cedar Rapids, Iowa—International Trade Bureau meeting.

May 18—Des Moines, Iowa—World Trade Council panel discussion.

May 18—St. Louis—Panel on Licensing & Joint Ventures. Sponsors: District Export Council, World Trade Club. Commerce representatives: Asst. Secretary Donald Johnson, Joseph Lightman, Delbert Gordon.

May 18 — Worcester, Mass. — Export Workshop Proposals and Documentation seminar. Sponsors: Small Business Administration, Chamber of Commerce, Commerce Boston District Office.

May 18—Boston—World Trade Day in New England seminar and luncheon, Anthony's Pier 4. Sponsors: Commerce Boston District Office, International Center of New England.

May 18 — Minneapolis — World Trade Week Agri-Business Conference, Sheraton Ritz.

May 18-19—Dallas — 3rd International Trade Conference of the Southwest. Commerce Secretary Richardson will speak at May 19 dinner in Great Hall of Dallas Market Center.

May 18-19—Nashville — Governor's Conference on International Trade and Investment, Rodeway Inn. Organized by Tennessee Dept. of Economic & Community Development.

May 19—Louisville — 11th Ohio Valley International Trade Conference. Sponsors: Kentuckiana World Commerce Council, World Trade Clubs of Cincinnati and Indiana, World Trade Committee/Dayton, Commerce Memphis District Office, Kentucky Dept. of Commerce.

May 19—Minneapolis—Seminar on Tokyo Round of Trade Negotiations, Sheraton Ritz.

May 19—Salina, Kansas — World Trade Week luncheon, Hilton Hotel.

May 19—Boston—Seminar on Effective Management of International Operations, Harvard Club. International Center of New England, 617-542-0426.

May 19 — Springfield, Mass. — Export Workshop on International Finance and Marine Insurance. Sponsors: SBA, Chamber of Commerce, Commerce Boston District Office.

May 19—Cedar Falls, Iowa — Foreign Trade Committee meeting, Chamber of Commerce.

May 19—New York—Port of New York and New Jersey Day, One World Trade Center.

May 19 — Milwaukee — 12th Wisconsin International Trade Conference, Pfister Hotel. Speaker: Commerce Under Secretary John W. Eden. For information, 414-273-3000.

May 19—Portland, Ore. — World Trade Week Forum. Topic: Is Government Undermining International Trade?

May 19—Chicago—Doing Business With Japan seminar, Japan Trade Center. Sponsors: Commerce Chicago District Office, Japan Trade Center of Chicago, Illinois Dept. of Business and Economic Development, District Export Council.

May 19-20 — Jacksonville — Governor's Conference on World Trade, Hilton. Sponsor: Florida Council of International Development. Speakers: Gov. Reuben Askew, Asst. Commerce Secretary Donald Johnson.

May 19-20—Los Angeles—World Trade Show, Downtown Civic Center. Sponsors: International Trade Club, World Trade Center.

May 19-21 — Charleston, S.C. — South Carolina International Trade Conference, Mills Hyatt House. Theme: South Carolina—Portal to the Middle East: Iran, Kuwait and Saudi Arabia. For information, 800-845-5351 (in state, 800-922-5254).

May 20 — Clayton, Mo. — Annual Port Night, Top of the Seven's.

May 20—New York—FCIB Drug, Chemical & Food Export Club meeting.

May 20—Portland, Ore—Propeller Club and Shipping Club meeting, Steamer Portland.

May 20—Atlanta—Georgia International Trade Assn. luncheon, American Motor Hotel. Speaker: Lt. Gov. Zell Miller.

May 20—New York — Mayor's Bicentennial Salute to World Trade, Chamber of Commerce and Industry; Rotary International Salute to World Trade, Hotel Roosevelt; World Trade Writers Assn. Newsmaker luncheon, U.S. Mission to UN.

May 20—Minneapolis — World Traders Day, Sheraton Ritz.

May 20—Memphis—"Show and Tell" mobile seminar and World Trade Day banquet at Holiday Inn-Rivermont.

May 20—Chattanooga — Dinner Forum conducted by Tennessee-Tombigbee Waterway Development Authority. Sponsors: World Trade Council, Transportation Club, Chattanooga State Technical Community College.

May 20—Des Moines—5th Governor's Conference on Export Expansion.

May 20—Syracuse—20th Tri-City World Trade Meeting, Carrier International Corp. Sponsors: World Trade Council of Rochester Area Chamber of Commerce, Buffalo World Trade Assn., World Commerce Assn. of Central N.Y.

May 20-21—Cleveland—Seminar on Technology Marketing: An Answer to Business Growth. Sponsors: Institute for Advanced Technology, Worldtech. For information, 612-853-5820.

May 21—Savannah—World Trade Week luncheon, Oglethorpe Club.

May 21—Las Vegas—Chamber of Commerce luncheon, Convention Center.

May 21—Philadelphia—Mayor's Committee for World Trade Week luncheon, Packer Ave. Marine Terminal.

May 24—New York — Apparel Overseas Profit Opportunities seminar, Americana Hotel. Sponsor: American Apparel Manufacturers Assn.

May 24-25 — Ann Arbor — Seminar on World Markets for Machine Tools. University of Michigan, 313-763-1387.

May 25—Kansas City—Seminar on business opportunities in Taiwan, Great Midwest Corporation Foreign Trade Zone site.

May 25-27—Ann Arbor — Seminars on International Marketing; Insurance, Shipping and Documentation; and International Banking and Finance, Weber's Inn. Presented by Michigan District Export Council. For information, Commerce Detroit District Office, 313-226-3650.

May 26—Springfield, Mass. — Workshop on Export Administration Regulations. Sponsors: SBA, Chamber of Commerce, Boston Commerce District Office.

May 27 — Boston — Seminar on Doing Business in Latin America, Harvard Club. Call 617-542-0426.

Worldwide Business Opportunities

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors abroad. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about upcoming trade exhibits and trade missions, licensing and joint venture proposals, opportunities to sell to foreign enterprises and appoint agents, and details on major construction and expansion projects.

U.S. Promotions Abroad

For more facts on these and other U.S. exhibitions write: Director, Office of International Marketing, Rm. 4015, U.S. Department of Commerce, Washington, D.C. 20230. For trade missions: Rm. 6051, U.S. Department of Commerce, Washington, D.C. 20230.

U.S. Pavilion in 1976 Bogota Int'l Fair. July 10-25. The 1974 U.S. Pavilion attracted more than one million visitors; expectations were greatly exceeded with reported off-the-floor U.S. sales of $4.2 million and anticipated 12-month sales of $18 million. Products to be exhibited range in variety from tractor trucks to mini and desk calculators. Products exhibiting highest sales potential are in the areas of food processing and packaging equipment, agricultural machinery and equipment, business equipment and systems, metalworking and finishing equipment, industrial instrumentation, materials handling equipment, printing and graphic arts equipment, textile machinery and general industrial equipment. Further information is available from the U.S. Embassy in Bogota; contact Stephen R. Gibson, Commercial Attache, APO New York 09895.

Electronic Components & Materials Exbn. U.S. Trade Center, Tokyo. July 12-16. Latest market research indicates that the 1977 electronic components market in Japan will be approximately $3.6 billion, of which imports will total $684 million. The U.S. share is estimated at 60-75 percent, some $410-$513 million. The increased demand for more technologically sophisticated components and the Japanese Government's removal of import restrictions on integrated circuits provide additional inducements to expand exports to this growing market. Cantwell Walsh, 202-377-4056.

Automotive Test, Service and Repair Equipment. U.S. Trade Center, Sydney. July 12-16. The Australian market for automotive test, service and repair equipment is estimated at $145 million. Imports in 1973-74 were valued at $55 million with the U.S. accounting for 31 percent of this import market sector. Demand for this equipment will increase as service and repair organizations invest in new equipment. Due to the economies of short production runs and high manufacturing costs, domestic products are overpriced and the import sector is expected to increase. Bill Flanigan, 202-377-3646.

23rd Damascus Int'l Fair. July 25-Aug. 20. Syrian imports from the United States during the 1974-75 period grew more than 350 percent, from $36 million annually to $127 million. In addition, Syria is now entering its Fourth Economic Development Plan, which has budgeted approximately $20 billion for expansion in four major categories, agriculture, construction and mining, dam projects, and road construction. Complete details can be obtained from Roderick M. Wright, Economic/Commercial Officer, American Embassy, Damascus. General information available from W. Bradley Tyrrell, 202-377-4304.

U.S. Consumer Goods Catalog Exhibit. Lagos. July 26-30. Nigeria's oil boom has stimulated every sector of the country's economy. Demand for consumer goods, including apparel, textiles, housewares and domestic appliances, tools and hardware, electronic goods and pharmaceuticals has exceeded all expectations in recent years. In 1974, imports of these items were estimated at close to $300 million. Over the next five years, imports of consumer goods are expected to grow at an annual average rate of 10-15 percent. Half of Nigerian demand for textiles is supplied domestically, but Nigeria is totally dependent on imports for most other consumer goods. Increased demand for quality products as well as present shortages of these items should increase the U.S. competitive position substantially. Robert E. Peterson, 202-377-3973.

Commercial Fisheries Trade Mission to Thailand and Malaysia. Aug. 16-27. Both countries have announced ambitious plans for modernizing and expanding their fishing industry, and expect international bank financing to assist. Trade opportunities particularly exist for large fishing trawlers, navigation guidance equipment, refrigerators, cold-storage facilities and trucks, high-power engines, ice-producing machines, fish processing machinery and packaging machinery. E. Lee Carteron, 202-377-2973.

Metallurgical Equipment and Instrumentation. Mexico City Trade Center. Aug. 23-27. As rapid growth of steel production is one of Mexico's primary developmental goals, vast investments in the iron and steel industry continue unabated. In addition, considerable outlays are being made to increase Mexico's aluminum and copper-making capabilities. Such expansion programs, relying heavily on imported equipment and expertise, offer considerable sales potential for U.S. suppliers. Contact Anita F. Brownstein, 202-377-4463.

Business Equipment Catalog Exhibit. Ghana and Swaziland. Aug. 23-27. Will focus on a broad range of business and computer-related equipment for business firms, government departments, banking and other financial organizations, universities, and other educational institutions. Business equipment will be imported by both Ghana and Swaziland in increasing quantities to meet growing demand from industries and institutions in public and private sectors. The increasing volume of financial transactions and a trend toward more sophisticated equipment in both markets indicates that complete computer systems will be installed by some of the targeted end-users. Robert E. Peterson, 202-377-3973.

Communications Equipment Trade Mission to Singapore, Bangkok and Hong Kong. Aug. 30-Sept. 10. Recent market research indicates that the present aggregate demand for communications equipment in these countries ($164 million) will nearly double to $308 million by 1980. All possess extensive expansion programs over the next four years for telephone and telecommunications systems and each city presents a growing regional market which will require ever increasing sophistication in its overall communications network. Products showing high sales potential include: mobile radio and telephone systems; VHF telecommunications systems; cables, cable equipment and systems; automatic call transfer and answering equipment; PBX and PABX equipment; microwave systems and equipment; electronic communications test equipment; and closed circuit television equipment and systems. Call 202-377-2471.

Interbymash Municipal Service and Domestic Equipment Trade Fair. Moscow. Sept. 1-15. Rapid urbanization and industrialization has created an enormous demand for municipal and communal services. Preparations for the 1980 Olympics assure further growth in demand. Will feature: water supply, sewage systems, electric power systems, gas supply and gas appliances, sanitary equipment, laundry and dry cleaning machinery, hotel equipment, barber shop and beauty parlor facilities, public transport and city road maintenance, and equipment for repair of electric apliances. Ralph S. Edwards, 202-377-2801.

Construction Techniques and Chemical Processes. U.S. Exbn. at 32nd Plovdiv Int'l Fair. Sept. 3-10. The chemical industry is Bulgaria's fastest growing sector. Heavy chemicals and petrochemicals will both receive strong emphasis under the Seventh Five-Year Plan (1976-80), with one-third of capital investments slated for modernization. By 1990, output in this sector is expected to increase five-fold. Bulgarian officials have expressed strong interest in participation of U.S. firms in development of this industry. Bulgaria is planning several large construction projects and will need latest equipment and technology to realize its plans. Call William Monroe or Gary Roberson, 202-377-4810.

Pollution Control Equipment Trade Mission to Belgium. Sept. 5-10. Rapid growth is anticipated in the Belgian market for air and water purification and other types of pollution control equipment throughout the last half of the 1970s. Total sales of these kinds of equipment are projected to reach $620 million by 1978, from an estimated 1975 base of $358 million. This represents a 21 percent average annual growth rate. Of this amount, water pollution control equipment will constitute 96 percent. This mission is being organized in conjunction with AQUATECH '76, which is scheduled to be held in Amsterdam, Sept. 14-18. Call Edward Oliver, 202-377-3746.

Farnborough Air Show and Flying Display. Farnborough, England. Sept. 5-12. With the market for avionics equipment in the United Kingdom expected to total $196.8 million by 1978, American aerospace firms can anticipate another successful showing at this prestigious international show. In 1974, firms which exhibited in the U.S. section reported $3.7 million in off-the-floor sales. Best sales prospects include: VHF communications and navigation equipment, inertial platforms, airborne weather/ground-mapping radar, passenger bridges, rapid intervention, vehicles, ground power units, cargo loaders, air starters, etc. The Federal Aviation Administration will be represented with a major display highlighting the U.S. National Aviation System. Beryl D. Cohen, 202-377-4961.

Do-It-Yourself Exbn. U.S. Trade Center, Tokyo. Sept. 6-10. Inflation, tight money, and the growing cost of services related to home rehabilitation, repairs, and maintenance as well as a renewed interest in personal creativity are encouraging growth in the do-it-yourself field. The market, $204 million in 1974, is projected at $505 million for 1978. This exhibition will display home/entertainment/garden do-it-yourself products and will include demonstrations by participating firms. Call 202-377-2426.

Computers and Peripheral Equipment Exhibition and Seminar. U.S. Regional Trade Center, Singapore. Sept. 6-10. With markets for computers and peripheral equipment expected to exceed $20 million by 1980, Singapore offers attractive opportunities to U.S. suppliers. Ten sectors of the local economy will contribute to this increased demand, all of it supplied by imports. In addition, regional promotion will draw potential customers from the Southeast Asia region. This event is timed to coincide with a major Asian computer conference to be held in Singapore. Robert McLaughlin, 202-377-2471.

Technical Sales Seminar in Pharmaceuticals. East Germany, Poland, and Hungary. Sept. 11-25. Plans to expand pharmaceutical production and pharmaceutical imports in all three countries make this an event which U.S. pharmaceutical manufacturers should not pass up. Call Gary Roberson, 202-377-3376.

U.S. Exhibition in Aquatech '76. Amsterdam. Sept. 14-18. This prestigious exposition, expected to draw 40,000 visitors from around the world, is an excellent opportunity for U.S. firms in the water equipment industry to enter into or gain increased sales in the rapidly growing European market. In 1975, an estimated $650 million was spent on water purification and pollution control equipment alone in the Netherlands, Belgium, France and Germany. Due to implementation of stringent legislation and rising concern over water quality, investment in equipment in this field is expected to exceed $2.6 billion during the 1976-78 period. George Ruffner, 202-377-4941.

Materials Handling Equipment. Brno '76 Engineering Fair. Sept. 15-23. The Czechs are looking for labor-saving materials handling equipment. U.S. manufacturers of advanced equipment could realize immediate sales and/or develop valuable contacts. By 1977, the U.S. share of such imports could be $4-6 million. Established and new-to-market firms can develop a strong foothold in a promising growth market. Anatole Bilecky, 202-377-2801.

Process Control Instrumentation Exhibition. U.S. Trade Center, Taipei. Sept. 20-24. The market for process control instrumentation in the Republic of China is growing at a strong pace. Purchases are expected to reach $15 million by 1978, double the level of 1973. U.S. manufacturers are expected to supply about one-third of this market, which is concentrated in the petroleum, coke, coal, utilities, services, chemical processing and primary metals industries. Michael Schneider, 202-377-2215.

Food Processing and Packaging Equipment Exhibition. Caracas. Sept. 20-25. The U.S. has a 50 percent share of the Venezuelan market for food and beverage processing and packaging equipment, estimated at $113 million in 1975. Demand growth of 10 percent annually is expected through 1979. This event is designed to take advantage of Venezuela's quest for self-sufficiency in food, as the government programs surplus oil revenues into agriculture and industry. A full range of processing; forming, filling and sealing; wrapping and packaging; marking and inspecting; and container/product/package handling equipment is required for all types and phases of the industry. Thomas L. Thomas, 202-377-4230.

In-Store Promotion. Taby, Sweden. Sept. 23-Oct. 2. Taby Centrum, a large shopping center located 12 km. north of the center of Stockholm, will stage the first in-store promotion held in a shopping center. Over 35 stores will participate in this Bicentennial theme promotion, including the Domus and Nordiska Kompaniet (NK) department stores, numerous apparel specialty shops, and jewelry, gift and appliance stores. Interested suppliers contact Theodor Rumme, Asst. Commercial Attache, U.S. Embassy, Strandvagen 101, Stockholm. List of store names and contact persons available from Charles E. Johnson, 202-377-4705.

Machine Tool Video Catalog Show In Far East, October

A catalog show with a new feature, the addition of sound and color video tape recordings, will be held in October at the U.S. Trade Centers in Singapore, Taipei and Sydney. The event is sponsored by the Commerce Department with the assistance of the National Machine Tool Builders' Association. U.S. machine tool manufacturers are invited to take part; participation is limited to 36 firms, and many have already expressed interest.

The participation fee—$450 for the three markets—covers production and presentation by Commerce of a ten-minute sound and color video tape recording; display of catalogs, and an immediate telex trade lead transmittal following the show in each of the three Centers. Officials of key metalworking and finishing firms will be invited to view the film and catalogs and to speak with a U.S. industry technical representative, sent by NMTBA.

To reserve space in this first Trade Center video catalog exhibition, contact Frederic J. Gaynor, Room 6063, U.S. Department of Commerce, Washington, D.C. 20230; phone, 202-377-3846.

SPOGA 76 — Sporting and Camping Equipment. Cologne, Germany. Sept. 25-27. Considered by most manufacturers as the world's major international exhibition for sporting and camping equipment. SPOGA 75 hosted more than 1,400 exhibitors from 35 countries and, in only three days, attracted 30,000 trade visitors from 71 countries. Commerce's pavilion will accommodate 30 U.S. manufacturers of appropriate equipment. Robert Wallace, 202-377-3748.

Packaging and Bottling Equipment Exhibition. U.S. Trade Center, London. Sept. 27-Oct. 1. The United Kingdom imported $81.3 million (c.i.f.) worth of bottling and packaging machinery in 1975. The United States supplied 20.8 percent of the market, a share that expanded by 4.3 percent over 1974, reducing the West German lead from 16.4 to 7.5 percent. While Britain represented 4.2 percent of the entire world market for all U.S. exports in 1975 (f.o.b.), it took 8.6 percent of U.S. exports of packaging machinery. This exhibition of U.S. canning, wrapping, packaging, bottling, filling and sealing machines, equipment, and accessories will be directed to end-user trade audiences in both the United Kingdom and Republic of Ireland. Commission agents and distributors seeking exclusive representation agreements for both countries will also be in attendance. Craig S. Atkins, 202-377-2881.

In-Store Promotion. Edinburgh. October. Jenners, the prestige retail outlet of Edinburgh, Scotland, will feature a U.S. Bicentennial promotion for two weeks. Product categories of interest include all types of apparel, fabrics, linens, housewares and furniture. Store contact: Mr. J. McDermott, Jenners, 48 Princes St., Edinburgh EH2 2YJ. U.S. buying office: Affiliated Traders Ltd., Attn. Miss Aeta Salba, 220 Fifth Ave., New York, N.Y. 10001. Mollie Cleveland, 202-377-4705.

Building and Construction Equipment and Supplies Exhibition. U.S. Trade Center, Paris. Oct. 4-7. Excluding common stone and wood, the market for these products in 1975 was $15 billion and is expected to grow to $19 billion by 1980. For further information contact Robert B. Wallace, 202-377-4976.

Business Systems Exhibition. Tehran Trade Center. Oct. 10-14. Iran is the fastest growing market for U.S. exports in the world. Over the last two years, our exports to Iran quadrupled to $3.2 billion. Much of Iran's approximate $20 billion oil income goes to industrial and business growth. This force-feeding of economic growth offers excellent sales opportunities for American suppliers of computers and business equipment. Within three years the Iranian import market for business systems will amount to $63.5 million. Don Ryan, 202-377-2952.

In-Store Promotion. Shalom Stores Ltd., Tel Aviv. Oct. 10-31. Shalom is planning a major Bicentennial promotion of U.S. consumer products. U.S. buying office is Marcent Int'l. Inc., Attn. Kurt J. Heilbronner, V.P., 200 Park Ave., Suite 5305, New York, N.Y. 10017. Mollie Cleveland, 202-377-4705.

Chemical Industry Equipment Exhibition. U.S. Trade Center, Milan. Oct. 12-16. Italy's chemical industry is the fourth largest in Europe, with production of primary chemicals totaling $12.7 billion in 1974. Estimates through 1990 indicate that the chemical sector will enjoy growth rates of around 20 percent annually over the total period. U.S. technology in this field is highly regarded. Held concurrently with the MAC International Chemical Exhibition at the same location, it will provide U.S. firms access to a number of European and Mediterranean markets. Sam Spaulding, 202-377-4508.

Bucharest International Fall Fair; Agricultural Machinery and Food Processing Equipment. Oct. 16-25. The new Romanian Five-Year Plan (1976-80) allocates $7 billion in investments to increase agricultural production, and the Romanian food processing industry is to expand at a rate of 7 percent per year to match the planned growth rate for agriculture. Romania and the United States have recently signed two agreements to cooperate in agriculture. Mike Frisby, 202-377-4810.

Printing and Graphic Arts Equipment Exhibition. U.S. Regional Trade Center, Singapore. Nov. 8-12. Because of limited domestic production, Singapore is almost completely dependent upon imports of this equipment. Demand is conservatively estimated to grow at an annual rate of 10-12 percent as Singapore's role of regional distributor contributes to an increasing volume of imports. In 1974 these imports reached $10.8 million. Call J. Lee Barnes, 202-377-3893.

Commercial/Industrial Safety & Security Equipment Exhibition. U.S. Trade Center for Scandinavia, in Stockholm. Nov. 8-12. A highly developed awareness of safety/security needs exists in both the public and private sectors of the four Nordic countries. Recent surveys of the markets of Sweden, Norway, Denmark and Finland have identified excellent sales opportunities for U.S. exporters of advanced safety/security products that have applications in offices, factories and institutions. Indicative of this market potential are U.S. exports of this equipment to the Nordic countries—$28 million in 1975, a 37 percent increase over 1974. In Sweden, home of many large multinational corporate headquarters, the U.S. supplies 11 percent of the $35 million fire safety equipment and 15 percent of the $32 million security equipment import markets. Call William Beiring, 202-377-3276.

Engineering Design Components. U.S. Trade Center, Milan. Nov. 23-27. Components, materials and technology in the machinery, automotive, aerospace, and other equipment and electro-mechanical industries will be featured. Transmission components, hydraulic and pneumatic components, electrical and electronic controls, special materials, shapes and forms, joining systems and components are included. U.S. products have tremendous potential in this market. Runs concurrently with BIAS, international automation engineering exhibition, at the same fairgrounds. J. Michael Springmann, 202-377-4975.

Electronica 76. Munich. Nov. 25-Dec. 1. Germany's total consumption of electronic components is predicted to exceed $1.7 billion in 1977, while the market for electronic production and test equipment is expected to reach $343 million. In both categories, imports account for more than 40 percent of the entire market and the United States is the country's leading supplier with a share of about 28 percent. Best sales opportunities exist for U.S. exporters of color TV tubes, capacitors, resistors, integrated circuits, diodes, transistors, production and test equipment, and materials. Best market prospects are in computers, measuring and testing instruments, industrial equipment, and medical electronic equipment. Don C. Schmadel, 202-377-2177.

Industrial and Educational Training Equipment and Software Exposition. U.S. Trade Center, Paris. Nov. 29-Dec. 2. Recent market research reveals a strong and growing market for educational and industrial training equipment and systems. Ned Krause, 202-377-4976.

ECOLOGY '77—Environmental Purification and Pollution Control Instrumentation and Equipment. U.S. Trade Center for Scandinavia, in Stockholm. Dec. 6-10. Sweden, Norway, Denmark and Finland, currently and individually warring against pollution, have programmed an aggregate total of $2 billion plus to be spent on environmental protection by 1984. A significant portion of this amount will be earmarked for the purchase of instrumentation, equipment and controls. Call Robert J. Blake, 202-377-3088.

Offshore International Exhibition. Birmingham, England. Dec. 7-10. The continuing development of North Sea oil resources offers good opportunities for U.S. suppliers of oil and gas field exploration, production and transmission equipment, instruments, systems, supplies and services. U.S. exports of oilfield equipment and pipe to countries active in the North Sea oilfields are substantial and growing. U.S. exports to the United Kingdom alone in 1975 totaled $32 million, up from $19 million in 1974 and $11 million in 1973. Demand is highest for oilfield equipment and pipe, but sales opportunities also exist for a wide range of supportive products, e.g., floating structures (rigs, barges, vessels, tanks, etc.), helicopters, telecommunications equipment, valves, processing and field instruments, welding equipment and drilling fluid. At least five new North Sea fields are expected to open by the end of this year. A $3 billion market for products and services is expected in 1976, with the total rising to $5 billion by 1980. Official exhibits will be mounted by many countries. George A. Kemp, 202-377-3713.

Central African Republic Seeks U.S. Investors

The Government of Central African Republic (CAR) is seeking U.S. investors to accelerate econonmic development of the country. Investments in the agricultural, mineral, food processing, timber, textile and tourism industries are especially desired. The CAR investment code offers special tax and tariff benefits to companies desiring to participate in the development of the nation. Labor costs are low and, for joint venture arrangements, the Government can contribute such facilities as land and utilities. CAR is a member of the Central African Customs and Economic Union along with Congo, Gabon and Cameroon, which gives the country access to a market of about 12 million persons. Interested U.S. firms should contact the Embassy of Central African Republic, 1618 22nd St. NW., Washington, D.C. 20008; telephone, 202-265-5637. P-76316. OPIC.

UNDP Country Plans Are Available On Loan

At its Twenty-first Session, the Governing Council of the United Nations Development Program approved Country Programs for Costa Rica, Fiji, Guatemala, Mauritius, Nepal, Singapore, Solomon Islands and Tonga. The programs are 2 to 5-year plans for projects for which the country requests assistance from UNDP. Projects are identified in the report and later emerge as individual trade opportunities.

The Export Information Reference Room of the U.S. Department of Commerce has a limited number of copies of these Country Program reports, available on a loan basis only. To borrow any of the eight reports, send a self-addressed label with request to the Export Information Reference Room, Attn: Betty W. Patrick, Office of Export Development, Room 1063, U.S. Department of Commerce, Washington, D.C. 20230. Copies are also available for review at Commerce District Offices in Atlanta, Boston, Chicago, Cleveland, Dallas, Denver, Detroit, Houston, Indianapolis, Los Angeles, New York, St. Louis, San Francisco and Seattle.

Firms and organizations interested in pursuing UNDP projects are urged to subscribe to *UNDP Business Bulletin*, a free monthly publication that announces project opportunities in connection with subcontracting and equipment procurement. Write The Editor, UNDP Business Bulletin, 345 East 46th St., New York, N.Y. 10017. Also available is *UNDP Business Guide*, which explains how to participate in UNDP project activities; it is also available from Commerce's Export Information Reference Room.

Joint Venture Opportunities Available In United Kingdom

The nationally-owned British Steel Corporation (BSC) is interested in setting up joint ventures and/or licensing agreements with U.S. firms on a large scale.

As a result of a reduction of the total workforce and phasing out of some old facilities and modernization of others, BSC has initiated an intensive retraining program aimed at utilizing the available employees' skills. To this end, BSC would be interested in establishment of American companies on non-operational land in work areas affected by steel closure. BSC would give every assistance to set up factories, and staff them with ex-steel workers. Included would be actual financial participation should the U.S. company so desire. BSC would also be prepared to conduct feasibility studies toward the eventual establishment of joint ventures or manufacturing arrangements. Most of the closures would occur in regions where incentive schemes for industrial relocation already exist, including partial grants and tax advantages.

The initial area for industrial development has been designated as Lanarkshire (Scotland) which will sell 94 acres of its land to the Scottish Economic Planning Department (SEPD). SEPD will begin to develop the site as an industrial estate and the new industrial promotion team will then steer employment providing projects into the area. Interested companies should contact A.M.B. Lawrie, Industry Coordinator (Scotland), British Steel Corporation, British Steel House, 31 Oswald St., Glasgow G14PG. P-76328.

Licensing, Investment Abroad

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to any of the specific proposals listed.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230, or from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage and financing from the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

UNITED KINGDOM—Firm desires to contact U.S. manufacturers of **"second-generation" offshore equipment** who wish to take advantage of its marketing capability and worldwide sales network. Company is particularly interested in production of drilling measurement and control instruments (mechanical and electrical); well workover equipment (cemetery and purging); fire and gas control equipment; sonar positioning devices; subsurface completion systems; underwater surveilliance equipment; non-destructive testing equipment. British concern is primarily interested in joint venture arrangement. Company is also interested in importing equipment, for which it would supply sales and servicing facilities. For additional details write: Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-76315.

1211, 3589—UNITED KINGDOM—Seeks to acquire technology **to build plants to prepare and handle coal, and facilities for automatic washing of railroad cars and locomotives.** Company currently designs, builds and installs such equipment as well as industrial, electrical and general engineering products. Formed in 1972, company has two manufacturing plants in Yorkshire, 47 employees, annual sales of $500,000. A. S. Rowell, Managing Director, Gill Engineering Ltd., 637 Roundhay Road, Leeds LS8 4BA, England. P-76284.

1629—SAUDI ARABIA—Seeks joint venture with U.S. firm specializing in **construction of dry docks.** Saudi firm plans to bid on upcoming tender to build dry dock on Red Sea coast. Also interested in participating in future similar projects. Engineer Maan Rashid, Contracting & Trading Establishment, P.O. Box 1332, Riyadh. Cable, KREDISCO; telephone, 64658 or 65456. P-76320. OPIC.

2099, 2834—UNITED KINGDOM—Seeks licenses to manufacture **health and nutrition consumer products.** Firm currently manufactures proprietary medicines and related products. Its consumer products division has 30 non-production employees, including 16 salesmen covering U.K. pharmacists and grocery trade. Company will also consider handling finished or partially finished products. N. J. Worne, New Products Manager, Miles Laboratories Ltd., Consumer Products Group, P.O. Box No. 37, Stoke Court, Stoke Poges, Slough SL2 4LY, England. P-76285.

2394, 3949—NEW ZEALAND — Leading manufacturer and importer of variety of sporting equipment, seeks licensing arrangement for manufacture of following: 1. Continental-style **tents of canvas and nylon.** Firm requires patterns and processing expertise. Has manufacturing capability and wishes to enter market with continental-style models which are only beginning to appear locally. Size of total annual New Zealand market is about $1 million. 2. **Water sports equipment**—face masks, snorkels and flippers. Company wants to manufacture latest models and wants molds and production expertise. Has basic equipment for producing rubber equipment and already produces golf balls and golf club grips. Brooke Archbold, Product Manager, Gollin Sports Ltd., P.O. Box 19642, Wooston, Christchurch. WTDR. P-76286.

2851 — GERMANY — Seeks licenses to manufacture **fire retardant chemical pastes** for application to electrical cables as protective coating used within junction box to control spread of electrical fires for minimum of 90 to 120 minutes. In case of fire, paste must expand to entirely fill junction box. Will also consider importing paste. Firm manufactures smoke and fume-proof steel junction boxes for electrical cables in walls and ceilings. Established 1972, has annual sales of $2.8 million throughout West Germany, Austria, Belgium and Scandinavia. Mr. Vostell and Mr. Schlagjeck, principals of firm, plan to visit U.S. in November and wish to establish contacts with interested American companies prior to trip. Mr. Vostell, ELMAT Vostell & Schlagheck GmbH & Co. KG, Brandroster 49, 5060 Bensberg-Refrath. Telex, 0887519; telephone, 02204-67373. P-76287.

3069, 3261, 3262, 3357, 3431 — SAUDI ARABIA — Seeks joint venture investments with U.S. firms for manufacture of following: **ceramics, sanitary equipment, tires and tubes, electric wires and cables.** For additional information contact Overseas Products and Investment Opportunities Staff, Room 4021, U.S. Department of Commerce, Washington, D.C. 20230. P-76321. OPIC.

3079, 3400—AUSTRIA — Firm presently producing **steel and machinery products and fiberglass resin products** seeks licensing arrangement to manufacture allied products. For further information contact Ms. Elizabeth Slavkoff, Assistant Trade Commissioner, Austrian Trade Delegation, 845 Third Ave., 21st Floor, New York. Telephone: 212-421-5250. P-76288.

3272—BRAZIL—Firm seeks joint venture partner or licensor to manufacture **high-pressure concrete pipe** of large diameter (over 1.20 meter). Currently manufactures aerators, automotive screens, equipment for settling tanks, separators for locomotive fuel systems, electric control boards for industrial and naval application and sewage treatment units. Main customers for their current lines are state water and sewage agencies and large industries. Their factory is in one of main industrial districts of Rio de Janeiro, in 3,600 sq. meter area with 680 sq. meters of building space. Factory is equipped with steel fabrication and milling machinery; mechanical and electrical components assembling facilities; sandblasting and painting equipment and mobile service units. Dr. Marcello Dantas Leite, Superintendente, Geosan Equipamentos e Engenharia de Saneamento Ltda., Rua Rodrigo Silva, 34-6° andar, Rio de Janerio, RJ. WTDR. P-76289. OPIC.

3312—INDIA—Public limited steel company seeks latest U.S. technical know-how for manufacturing **forging quality alloy steel** including carbon, die, tool and stainless steel. Company, using electro slag refining process, has annual installed capacity of 18,000 tons to produce billets and blooms. Facility is equipped with electric furnace, instrument panels, 20-inch rolling mill, material handling equipment, reheating furnaces. P. G. Chitale, Managing Director, Kalyani Steel Ltd., P.O. Mundhwa, Poona 411011, is planning to visit U.S. in mid-May. He may be contacted c/o A. G. Chitale, 1544 Beethoven Dr., West Lake, Ohio 44145; telephone, 216-835-3643. WTDR. P-76290. OPIC.

3317 — AUSTRALIA — Major manufacturer of **tubular steel and associated products** seeking licensing arrangements to manufacture these or allied products. Company is made up of six divisions with 12 factories throughout Australia. Marketing is carried out through 52 warehouses, depots and sales offices. 1973/74 total sales were $233 million. Employs 8,000. J. M. Taylor, Manager, Development, Tubemakers of Australia Ltd., B.T.M. Division, 500 Churchill Road, Kilburn, South Australia 5084. Telegram: Tubemakers-Adelaide, Box 2051, G.P.O. Adelaide 5001; telex AA82214. P-76291.

3442—UNITED KINGDOM — Manufacturer, distributor and exporter of aluminum windows, patio doors, residential doors, screens, wishes to manufacture and market all **aluminum products and components connected with construction industry,** or other product lines with similar manufacturing techniques under license. Established 1972, employs 48 plus four salesmen. Exports products to Near East. Frederick E. Stote, Managing Director, Windsor Industrial Products Ltd., 15 Charlotte St., Bristol BS1 5PP, England. P-76292.

3442—UNITED KINGDOM—Member of Courtney Pope Group of ten companies, constituting one of leading shop-fitting firms in Europe, is interested in licensing arrangements for manufacture of **louver windows.** Is also interested in new products or products complementary to present line. Firm manufactures shop-fittings/partitioning, lighting/signs, architectural aluminum windows, shopfronts, electromatic sunblinds, lift casing travelators. A. P. Garner-Lahire, Director, ARC Aluminum Ltd., 197 Eade Road, Finsbury Park, London N4 1DN, England. P-76325.

3443—UNITED KINGDOM—Firm interested in manufacturing under license **pressure vessels, manhole and handhold doors.** Company presently manufactures water tube and shell type boilers, corrugated tubes, pressure vessels, embossed doors, mild steel and stainless head and tubulars for drilling platforms and oil rigs. Annual sales volume, $2 million; employs 200. R. I. Sinclair, Managing Director, Marshall & Anderson Ltd., P.O. Box 8, Manse Road, Motherwell ML1 2RT, Scotland. P 76293.

3443, 3561—SWEDEN—Diversified manufacturer seeks additional products to make under licensing or joint venture agreements. Firm's interests include **technically advanced heavy machine and plate constructions and products.** Company presently produces hydraulic presses, mechanical equipment for aircraft and nuclear power plants and heavy plate and machinery for shipbuilding and offshore industries. Undertakes international sales through its own marketing organization. Established in 1822, has 1,300 employees. Is affiliated with one of Sweden's largest industrial organizations, Axel Johnson Group, which has worldwide interests in shipping, stainless steel production, construction and oil refining. Bjorn Ramberg, AB Motala Verkstad, Fack, S-591 01 Motala. Telephone, 0141/160 00; telex, 5585 mtlavrk s; cable, MOTALAVERK MOTALA. P-76294.

3469, 3842—UNITED KINGDOM—Firm interested in manufacturing under license **motorcycle and industrial safety products.** Presently operates as manufacturer/distributor of motor cycle and safety helmets and industrial safety products. Current annual sales volume, $2.8 million; employs 145. B. C. Whybrow, Managing Director, Thetford Moulded Products Ltd., Mill Lane, Thetford, Norfolk, England. P-76327.

3494—FRANCE — Recently established small firm is interested in manufacturing under license **flexible pipes and fittings** and **flexible rubber pipes** (high pressure). Maurice de Lavoreille, Hydrocourbes SARL., 18 route d'Asnieres, 92110 Clichy. Telephone: 737-9453. P-76330.

3500—UNITED KINGDOM—Small manufacturer of oilfield type pumps, winches, compressor parts and custom built machinery is interested in manufacturing under license any items of **engineering capital goods requiring first class engineering standard.** John Livingston & Sons (Engineering Division) Ltd., Fourth Ave., Team Valley Trading Estate, Gateshead, NE11 0TY, England. P-76326.

3500—UNITED KINGDOM—Small firm interested in manufacturing under license **any small engineered product which could also incorporate electrical/pneumatic/hydraulic operation/control.** Firm operates as manufacturer of machined components, jigs, tools and light fabrications. Employs 30, reports annual sales of $300,000. Frank E. King, Managing Director, Kefco Precision Engineers (Peterlee) Ltd., 5-8 Armstrong Road, Peterlee, Co. Durham SR8 5AE, England. P-76324.

3519—CHILE—Seeks license to produce **inboard and outboard motors for boats from 14 to 25 feet in length.** Presently manufactures fiberglass boats. Firm's manager is an engineer trained in U.S. Company was established in 1960 to make plastic sheets, rods and tubes from glass, wool, other imported raw materials. Fernando Moreno C., Plasticos Femosa SAIC Casilla (P.O.B.) 4236, Santiago. P-76318. OPIC.

3531—ITALY—New and completely reorganized manufacturer of earthmoving equipment seeks licenses. Firm wants to produce **truck mounted hydraulic and off highway cranes; self propelled cranes; complete portable crushing plants; crushing equipment.** Italian concern has been provided with fresh capital and staffed with new and qualified personnel. Seeks to diversify from traditional output of old company, which was centered on production of excavators, into new lines listed above. Firm has worldwide distribution network, including Africa, Eastern Europe, South America and Middle East. Believes prospects are particularly good in latter area where leading Italian construction companies are very active. Carlo Casalino, Foreign Commercial Relations, Nuova Fiorentini S.p.A., Via Tiburtina 770, 00159 Rome. Telex: 62029 Fiore. WTDR. P-76295.

3537 — UNITED KINGDOM — Seeks license to manufacture and market **diesel draw bar tractors** for towing drawbar trailers on internal plant sites. Tractors should have draw bar pulls in range of 3,000 pounds to 50,000 pounds. Firm produces heavy duty, draw bar industrial trailers for industry, shipping and airport application. Also builds and repairs railroad wagons, has cast iron factory, makes containers and engages in various heavy engineering fabrication. Employs 300. D. Sharpes, Director, W. H. Davis & Sons Ltd., Langwith Junction, Mansfield NG20 9RZ, England. Telex: 37657. P-76296.

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate or make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that pursuant to Section 3(5) of the Export Administration Act of 1969, as amended, it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States, and (b) to encourage and request U.S. concerns engaged in the export of articles, materials, supplies, or information to refuse to take any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts. Accordingly, U.S. concerns receiving such requests to participate in a restrictive trade practice or boycott are encouraged and requested to refuse to comply with them.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such request to the Department of Commerce in accordance with Section 369.4 of the above-cited regulations.

3551—UNITED KINGDOM — Manufacturer of **bakery machinery, industrial mixers, cellophane paper machinery** seeks licensing, cross licensing arrangements. Annual sales, about $2 million. Is part of large international group, exports worldwide. J. Russell, Director/General Manager, Morton Machine Co. Ltd., Atlantic Works, Wishaw ML2 0AD, Scotland. P-76297.

3559 — UNITED KINGDOM — Seeks licenses to produce **gears, gear boxes, timing pulleys, couplings and other power transmission equipment.** Firm manufactures special-purpose machine tools and timing pulleys; designs gear cutting tools. Small but active company. A. H. Campbell, Managing Director, Camking Ltd., 3 Carron Place, Kelvin Industrial Estate, East Kilbride, Glasgow G75 OUB, Scotland. P-76298.

3559, 3423 — SWITZERLAND — Small firm interested in manufacturing under license and distributing in Europe **tools used in electronic and watch industries.** Company's present production concentrates on precision handtools, such as tweezers, pliers and cutting nippers. Michel Terrier, president of firm, will be available for discussions in U.S. May 17-June 1. He may be contacted directly at Outils Regine, Via Industria, 6850 Mendrisio, Switzerland; cable, OUTILS REGINE MENDRISIO; telephone, 091-4646-37; or through Ms. Paulette Wolfson, Room 2322, Foreign Buyer Program, U.S. Department of Commerce, Washington, D.C. 20230; telephone, 202-377-3265. P-76329.

3566—UNITED KINGDOM — Manufacturer of **variable speed drives and electronic control equipment** seeks licenses to produce equipment compatible with its current output. Firm also designs electronic systems and represents U.S. producer of electrical drive systems. Employs about 80 persons. J. K. Roscamp, General Manager, Dynadrive Ltd., Controls House, Harbour Road, Troon, Ayrshire KA10 6DN, Scotland. P-76299.

3568—FRANCE—Manufacturer and distributor of mechanical components for power transmission seeks licensing rights for manufacture of mechanical parts such as **pulleys, pinions, chain wheels, belts, couplings and sprockets.** Firm was established in 1926, employs 250, capitalized at about $6.5 million. Antonie Cuvelier, General Manager, Colmant-Cuvelier-Dodge, 60, rue Anatole France, 59160 Lomme-Les-Lille. Telephone, 20-92-04-32; telex, 82421. P-76300.

3569—UNITED KINGDOM — Seeks to manufacture under license **small gas processing and purification units.** Equipment should sell in $20,000-$100,000 price range. Wants units for gas generation, purification or separation and preferably including solid/gas absorption technology. British firm presently produces air purification systems, sewage treatment equipment and life support systems. Employs 200; annual sales, $4 million. D. H. Smith, Business Development Manager, C. J. B. Developments Ltd., Airport Service Road, Portsmouth PO3 5PG, Hampshire, England. P-76301.

3573—UNITED KINGDOM—Small manufacturer of custom analogue/digital systems, electronic systems and digital tachometers seeks license. Wants to produce **analogue/digital instrumentation; industrial control systems, computer peripherals and scientific systems.** Established 1961, employs 40. Brian G. Phillips, Managing Director, Integrated Electronics Ltd., Unit 13, Staines Central Trading Estate, Staines, Middlesex TW18 4UZ, England. P-76302.

3589—FRANCE—Medium sized manufacturer and installer of sewage purification equipment seeks licenses. Wants to produce and market **physico-chemical water treatment techniques and equipment, and slush drying equipment and processes.** Firm operates throughout France with major customers (municipalities and industries) in Eastern and Northern France. Employs 65. Technique Europeenne Pour Le Beton Et L'Assainissement (TEBA), 27, rue d'Eckbolsheim, 67380 Lingolsheim. P-76303.

3600 — UNITED KINGDOM — Well established **electronics company** is interested in licenses or similar agreements with U.S. firms seeking manufacturing or assembly capacity in Europe. Concern produces and assembles a wide range of electronic products, modules and printed circuits in quantity production. Has experience over wide range of electronic applications and is particularly strong in audio and hi-fi equipment, cassettes, 8-track tape players, recorders, modules for computers and security equipment. Annual sales, $3 million. Has design, engineering quality control facilities. E. G. Bull, Sales Director, G. R. International Electronics Ltd., Doman Road, Camberley, Surrey GU15 3DG, England. P-76304.

3630, 3660—ISRAEL—Seeks licenses to assemble and/or manufacture **appliances and hi-fi equipment.** Interests include refrigerators, washing machines, dryers and deep freezers. Firm also prepared establish after sale service and stock necessary spare parts. Plan initial investment of $1.2 million in project. Presently, acts as commission agent in electronics and scientific instrumentation. Is part of Israeli group which reported annual sales of $75 million. Victor Berenstein, General Manager, CVS Technologies 1974 Ltd., 35 Shaul Hamelekh Blvd., Tel Aviv. WTDR. P-76319. OPIC.

3651—GERMANY—Well known manufacturer of **special purpose microphones and loudspeakers for commercial and industrial applications** seeks to cooperate with medium sized American concern in same field. Initially, German firm envisages exchange of licenses and technology. Later, would consider establishing joint venture in U.S. Established 1946, employs 100. Herr Hans-Dieter Lamsfuss, General Manager, Peiker Acustic, Postfach 1929, D-6380 Bad Homburg. P-76305.

3677—UNITED KINGDOM—Firm specializing in manufacture of **electronic/electrical coil wound products** seeks licenses to produce similar items. Company is part of large Plessey Group which employs over 62,000 and has sales in excess of $691 million. Group is engaged primarily in design, and manufacture of communication and defense systems. C. R. Vaufrouard, Plessey Components Ltd., Plessey Windings, Ilford, Essex 1G1 4AQ, England. P-76306.

3679—GERMANY—Manufacturer of precision printed circuit boards, multilayer boards and flexible printed wiring wants to expand activities. Seeks license or joint venture to produce **strip lines.** Firm is affiliated with a leading chemical concern with worldwide activities. Employs 210. Herr Pust, Schoeller & Co. Elektronik GmbH, P.O. Box 20, D-3552 Wetter. P-76307.

3679—UNITED KINGDOM — A leading U.K. firm in printed **circuit technology** seeks to manufacture related products under license. Company presently produces printed circuit boards for professional electronics through hole plated, fine line and multi-layer with mast types of finish. Markets in U.K., EFTA countries, EEC, Africa. Employs 200. Is affiliated with large group. C. L. Lessen, Product Development Manager, Exacta Circuits Ltd., Shawburn Factory, Selkirk, Scotland. P-76323.

3714 — INDIA — Government - owned and managed corporation seeks U.S. technical know-how to manufacture (a) **hydraulic brakes,** and (b) **axle shafts for automotives.** Hydraulic brake proposal calls for manufacture of 100,000 sets annually. Estimated cost, about $4 million. Presently, three firms (with a combined annual capacity of 196,000 units) produce hydraulic brakes in India. Total requirements for such brakes in the country are estimated to increase to over 1 million by 1978/79. Cost of axle shafts project is estimated at about $2 million. It is proposed to manufacture 500,000 units annually. A. S. Chatha, Managing Director, Punjab State Industrial Development Corporation Ltd. (PSIDCL.S.C.O.) 54, 55 & 56, Sector 17-A, Post Box 81, Chandigarh. P-76308. OPIC.

3714—UNITED KINGDOM—Division of large Lucas Industries Ltd. Group is interested in manufacturing under license any components or units compatible with its present range, plus, **commercial vehicle monitoring and safety systems, engine protection devices, vehicle economy devices and starting aids.** Division presently manufactures and exports diesel injection pumps/injectors/filters; engine starter motors and alternators; automotive transmission equipment; d.c. motors. Its field of application covers commercial vehicles, tractors, railway and industrial uses. L. Dinnie, Lucas Cav Ltd., Parts & Service Marketing, P.O. Box 36, Warple Way, Acton, London W3 7SS, England. P-76309.

3823 — UNITED KINGDOM — Seeks licensing agreement for manufacture of **electronic/electrical indicating and recording control instruments** for process variables such as pressure, temperature, flow and pH level. Firm is not interested in analytical types. Is manufacturer and exporter of pneumatic industrial process control valves, geared motor units, control components, and domestic and commercial heating controls. Established 1914, is subsidiary of Spirax Sarco Engineering Ltd. Employs 750. A. E. Browne, Market Research Executive, Drayton Controls (Engineering) Ltd., West Drayton, Middlesex UB7 8JW, England. P-76310.

3842, 3500—JAPAN—Leading hose manufacturer seeks new, advanced technology to produce **fire fighting and safety apparatus, materials handling tools, screens, for pollution control and parachutes.** Interests include life-saving equipment, screens of textile or synthetic materials and freight anti-slip devices. Employs 500, reports annual sales of $25 million. Also produces synthetic fabrics and automotive seat belts. Has branch office in Tokyo and plants in Osaka and Hyogo. Takemasa Kataoka, Director, Ashimori Industry Co., Ltd., No. 15, Yokobori 4-chome, Higashi-ku, Osaka 541. P-76314.

Licensing In U.S.

For additional information on these opportunities to manufacture foreign firms' products in the United States under a licensing agreement or in partnership, write the Domestic Investment Services Staff, Bureau of International Commerce, Room 4020, U.S. Department of Commerce, Washington, D.C. 20230 (202-377-2248), referring to the appropriate file number.

BELGIUM—Firm seeks U.S. licensee for its **metal concrete flooring process.** Major feature is that load of excavated ground is simultaneously replaced by load of newly erected building, avoiding many settlement problems of surrounding buildings caused by complete excavation in usual way. File 2989

GERMANY—A leading manufacturer of **construction hardware** for doors and windows seeks joint venture with U.S. firm in same product line. File 2990

GERMANY—Manufacturer of high-quality **special lacquers** used on computers, typewriters, office furniture, optical equipment and other machinery with high coating requirements offers a licensing agreement for production in U.S. File 2991

GERMANY—Large German firm wishes to invest in U.S. firm producing **gypsum, limestone, sand or gravel.** Investment of about $10 million is planned. File 2992

GERMANY — Manufacturer of **microphones and loudspeakers** for commercial and industrial applications seeks mutually advantageous business arrangement with U.S. firm with same product line. File 2993

GERMANY—Established, fairly large firm seeks U.S. business partner to make **printed corrugated, non-corrugated, and synthetic packaging** to sell in U.S. German firm is prepared to provide investment capital, technology, and equipment. File 2994

GERMANY—Firm seeks U.S. licensees for production/distribution in W. Germany of **prefabricated construction elements;** also interested in providing U.S. manufacturers—preferably medium-sized structural steel firms—with licenses. Items include metal self-supporting stairs and related fixtures. File 2995

GERMANY—A leading engineering company seeks two-way licensing and exchange of technology agreement with U.S. firm in environmental sectors of **air pollution, sewage and solid waste.** File 2996

GERMANY — Well established **candle** manufacturer currently exporting to U.S. wishes to contact U.S. firm to examine possibility of joint venture. File 2997

JAPAN—Medium sized Japanese manufacturer of synthetic rubber goods seeks U.S. partner in joint venture to manufacture and sell **synthetic rubber cushioning material for hot press laminating.** File 2998

SWEDEN—Swedish doctor seeks contact with U.S. firms interested in manufacturing under license his recently developed **medicated applicators,** which bear the active substances on their ends as a homogenous dry layer ready to be applied to body tissues such as eye, nose, mouth, vagina, and other mucous membranes. File 2999

Foreign Trade Inquiries

These trade opportunities are based on reports received from the U.S. Foreign Service—Department of State by the Trade Opportunities Division, Room 2323, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1972 Census of Manufactures.

U.S. firms should be aware that the listing in Commerce America *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

WTDR indicates that a World Traders Data Report on this specific firm is available at $15 from the Export Information Division, Room 1313, U.S. Department of Commerce, Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDRs and request forms are available at each Commerce District Office.

The mark (•) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Forest nurseries

082XXXX—VENEZUELA — Commercial firm wishes to purchase, over a 3-year period, biodegradable pots for tree planting as part of reforestation program for Venezuelan Ministry of Agriculture. Pots should be able to withstand environmental degradation until planted. Estimated value 8 million Bolivares (U.S. $1.9 million). For information and specifications, write Manuel Perez, Commercial Safe, C. A. Export Import, Centro Empressario Pisco 15, Ofc. H., Avenida Universidad, Caracas, Tel. 458602.

Broad woven fabric mills, cotton

22114XX—GERMANY—Denims for mfg. jeans, pants and skirts, weight: 10-12 oz./sq. meter & 14 oz./sq. meter. Partner of German firm La Femme, Schergasse 1, 875 Aschaffenburg, an apparel mfgr. Offers should be made by mfgrs only & be addressed to Habermann. Anticipated purchases 100,000 meters twice a year. Financial refs: Stadsparkasse & Kreissparkasse, both in 875 Aschaffenburg. Reply by fastest means to Thomas Habermann, Karolinger Str 114, D-4 Duesseldorf. Tel: 0211/347453.

Manifold business forms

27610XX—GERMANY — Manifold business forms. W. Berlin importer mfr. of electronic computers, peripherals & accessories needs large quantities of manifold business forms used in conjunction with computers. Forms are for own use & other W. Berlin end-users. Quote c.i.f. Hamburg if possible. Reply to—Herrn Kunz, TBS Erwin Rosenspies & Sohn K. G. GMBH & Co., Poleigrund 14-16, D-1000 Berlin 49. Tel: (030) 72-10-21; telex 18-3705.

Drugs

• 28340—SRI LANKA — State Pharmaceuticals Corporation. Tender Invitation No. DHS/7/3; pharmaceuticals required by Department of Health. Closing date June 23. Copies of tender documents available from U.S. Department of Commerce, Room 2104, Washington, D.C. 20230, 202-377-2239.

• 28340—ZAMBIA—Central Supply and Tender Board, Tender No. NF/MED/438, for pharmaceutical tablets, capsules, suppositories. Closing date June 4. Tender documents available from U.S. Department of Commerce, Room 2104, Washington, D.C. 20230, 202-377-2239.

Fabricated rubber products

3069855—UNITED KINGDOM—Bathing & shower caps. Importers/distr. of leisure goods, polythene bags & children's inflatables from Hong Kong, Japan, & S. America. Reply to Mr. David J. Carter, Spray Foam Ltd., 124 Woodside, Leigh-on-Sea, Essex. Tel Southend 524652.

Special industrial machinery

• 35590—BANGLADESH — Applications invited for pre-qualification for supply of materials and equipment for Ashuganj Fertilizer Project. Bid deadline June 8. Capacity: 925 MTD ammonia plant and 1600 MTD urea plant from natural gas. Applications should contain categories from which prospective bidders intend to quote. Also include manufacturing capacities; components usually subcontracted; availability of spares, and services; latest annual report and balance sheet; past experience and approximate delivery schedule. Applications should be addressed to: Procurement Department, Foster Wheeler Ltd., Foster Wheeler House, Station Road, Reading, Berkshire, RGI ILK, England. Also forward copy to: Additional Chief Engineer (Procurement), Ashuganj Fertilizer and Chemical Co., Ltd., Ellah Chamber, 11 Montijheel Commercial Area, Dacca-2.

3564XXX—GERMANY—Waste incinerators, waste containers & waste presses & compactors for hospitals; incinerating systems for pathological & infectious waste (disposal capacity — 50 kg/hr.); garbage bag stands & garbage boxes of all sizes. Measuring devices for water purification units with ¾ in. pipes; filter systems for water purification of waste water from laundries; filter units for air purification, all sizes. Quote c.i.f. Hamburg. Estab. 1973, employs 100, annual sales dm 10,000,000. Sells worldwide. Financial ref—Volksbank Wattenscheid, 46 Bochum 2. Reply ASAP to — Herr Reichelt, Mgr., Metaplast GmBH, Postfach 1364, 437 Marl, W. Germany. Tel 02365-44061; tx 0829725.

Office, computing, accounting machines

• 35700 — BURMA -- Resident Project Manager, Pugyi Project Implementation & Coordinating Committee, Rangoon City Development Committee Bldg., Rangoon, has issued tender No. 2 for supply of various types and quantities of drawing equipment, stationery, office equipment, surveying instruments and photographic equipment and supplies. Bid deadline June 25. Financed with ADB credit. Copy of specifications available on short-term loan basis to firms located in U.S. from Science & Electronics Div., Rm. 1006, U.S. Dept. of Commerce, Washington, D.C. 20230, 202-377-5569.

Aircraft, parts

3721129 — GABON — Balloons and/or dirigibles. Firms wants information & prices. Local dir. of Soduco has been granted large area of virgin forest for exploitation. Area is too mountainous to allow landing space for aircraft, & exploitation by helicopters too expensive. Therefore, co. interested in idea of steerable balloons capable of lifting large quantities & weights for transportation over short distance. Embassy familiar with co. Reply to—Mr. Libercrer, Dir., Soduco, B.P. 474, Libreville. Tel. 22400.

Surgical, medical, dental instruments

38400—DOMINICAN REPUBLIC — Secretaria De Estado De Salud Publica Y Prevision, Social, Ensanche La Fe, Santo Domingo, Dominican Republic is planning construction of 300-bed hospital and will need medical equipment, instruments and supplies; laboratory equipment; X-ray apparatus; hospital beds; hospital sheets; utensils, designing.

• 38410—ZAMBIA—Republic of Zambia Central Supply and Tender Board, P.O. Box 1009, Lusaka, has issued tender no. MF/MED/439 for supply of various surgical sundries valued at approximately $250,000. Bid deadline May 21. Copy of specifications available on short-term loan basis to firms located in U.S. from Science & Electronics Division, Room 1001, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-5569.

Photographic equipment, supplies

• 38610 — NEPAL — Royal Nepal Film Corp., Lazimpat, Kathmandu, Nepal has issued a tender for supply of one daylight type motion picture processing machine with accessories and one daylight type optical printer with accessories. Bid deadline July 14. Detailed description of products wanted is available to firms located in U.S. from Science and Electronics Division, Room 1006, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-5569.

3861941—TAIWAN—X-ray detective ribbon, 0.5 in. wide, 500 lbs., x-ray detective thread, 300 lbs. Ribbon & thread are made of polyvinyl chloride with approx. 60% barium sulphate. Ref: The Cooperative Bank of Taiwan; Bank of Taiwan. Reply to—P. Y. J. Cheng, Mgr., Center Industrial Corp., 81-2, Min Tsu West Road, Taipei 104. Cable Cetindc; tel 5319990; telex 22760 Cetindc.

Toys, amusement, sporting goods

394XXXX — COSTA RICA — Supply of 1,500 police-type protective helmets similar to those used by U.S. police in riot control work. Ministry of Public Security to make direct purchase. Catalogs with c.i.f. price quotations should be sent to Mario Charpantier, Ministro de Seguridad Publica, Apartado 544, San Jose. Telephone 23-23-95.

Antique, secondhand stores

5931XXX—EGYPT—Off season and out-of-fashion new garments in bulk. Est. value in excess of $1 million, needed for large warehouse/distribution center in one of popular suburbs of Cairo. Quote c&f against L/C. Firm is large importer, distributor, wholesaler, also seeking exclusive agency arrangement for off-season, out-of-fashion new garments, all sizes. Annual sales potential above $1 million. Has distributors throughout Egypt and Libya. Banking and trade sources report firm has good reputation & meets obligations promptly. Dir. sale & agency. Reply to—Mr. Mahmoud El Barai, Mgr., Borai & Bahaa Co., 29 Aden Str., Madinet el Mohandessin, Giza. Tel: 815707.

Services

• **89110—MOROCCO**—Ministry of Agriculture issues bids for civil engineering work of Pumping Station Z1 of Zemamra area, including six 550 liter/second pumps, electrical equipment and necessary ventilating equipment. Project being financed by various external loans. Firms interested may obtain specifications and bidding file No. 40/76 from ORMVAD, Bureau Des Marches, Charia El Jamia El Arabia, El Jadida, Morocco, against payment of DH 200:00 (approx. $47) plus postage. Temporary guarantee of 1.5% to be deposited with bid. Correspondence preferred in French. Bid deadline July 1.

Special product groups

9950014—JAPAN — Do-it-yourself items. Est. annual purchase $10,000. Importer of sporting goods, car accessories, furniture, etc. & exporter of bicycles and their parts. Annual sales $20 million. Reference Fuji Bank Yanagibashi Br., Nagoya, Reply to—Mr. Shiro Yagami, Pres., Yagami Corp., Sakurayama-cho, Showa-Ku, Nagoya; 466. Cable Yagami Nagoya; tel: 052-851-3281; telex J 59815.

Egypt Is Seeking Equipment For Water Filtration Plant

Egypt's General Organization for Greater Water Supply is seeking bids for the following: A. Supply and installation of mechanical and electrical equipment for water filtration plant. B. Supply and installation of mechanical and electrical equipment for treated water, raw water and garden water pumping stations including switchgear, transformers and workshops. C. Supply and installation of mechanical and electrical equipment for generating station. D. Supply of laboratory equipment.

Bids may cover one or more parts of tender and must be presented through public sector company or Egyptian commercial agent listed in commercial agents register and must be accompanied by provisional guarantee for an amount equal to two percent of value of offer.

Interested firms should contact the General Organization for Greater Water Supply, 42 Ramses St., P.O. Box 55, Cairo. Tender documents are available from the same address for LE 200 (U.S. $510).

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Rubber & plastics hose & belting

3041681—NETHERLANDS — High pressure hose. Est. 1950, auth. capital fls. 25,000, annual sales fls. 400,000. Staff 3. Bankers: Algemene Bank Nederland, Ede. Representing: Dilo Gesellschaft, Babenhausen & Schilling, Weiskirchen, W. Germany. Mgr. of subject firm planning visit U.S. during July/Aug. Recommend transactions on secured basis. Excl. ag. and/or rep. Reply to—Mr. R. J. M. Verhage, Mgr., C. V. Bovanda, P.O. Box 318, 14 Bettekamp, Ede. Tel: 08380-12287.

Metal stampings

3469913 — UNITED KINGDOM — Enameled household cooking & kitchen utensils. Partner also has interests in 2 further companies: Realistic Fires, Ltd., & La Femme. Realistic Fires mfrs. & retails gas log fires; other products distributed throughout U.K. & in Spain. Seeks U.S. mfrd. products in consumer goods field for promotion in U.K. Reply to — Mr. George Russell, George Russell Building Contractors, Flat 1, 8 Heaton Moor Rd., Heaton Moor, Stockport, Cheshire, U.K. Tel (061) 432 7915.

Fabricated metal products

3496998—GERMANY—Egg wisks, etc.; non-electrical kitchen machines, household types; i.e., hand operated meat grinders, bread slicers, & mixers. Independent sales agent, estab. 1956, annual sales DM 1-2 million from which commissions are received. Sells to dept. store chains, buying coops & wholesalers. Desires catalogs which specify dimensions of all products. Prices c.i.f. European port. Correspondence in German. Reply by fastest means to—Ch. Peters, Christian Peters (CDH), Siebenmorgen 10, 5060 Bensberg-Refrath. Tel 02204/63445.

3497359—SWITZERLAND — Metal foils & leafs for use in laboratories. Established importer/distr. of lab supplies. Represents about 10 non-Swiss mfrs. Reportedly well introduced to universities, industrial & R & D labs, and other end users. U.S. ref: Paper Thermometer Co., Inc., Natick, Mass. Sound financial standing & good reputation. Reply to—Mr. Oscar Brandenberger, Oscar Brandenberger AG, Froebelstrasse 22, 8020 Zurich. Cable: Cabrasco Zch; tel: 01/53 96 00; telex 53422 Braos Ch.

Farm machinery

352354X—THAILAND—Corn harvesters. Request c.i.f. price, catalog & general info. Firm among oldest importers & distrib. of farm machinery in Thailand. Reply to—Prathip Chiaravanond, Mng. Dir., Chia Tai Seed & Agricultural Co., Ltd., 295-303 Songwad Rd., Bangkok. Cable—Chiatai Bangkok; tel., 32570, 33743.

352365X—THAILAND—Hay cubing machine. Request c.i.f. price, catalog & general info. Reply to—Vichian Kuldejkuna, Mng. Dir., Siam Feeding Co., Ltd., 42 Suriwongse Road, Maf Bldg., 3rd Floor, Bangkok. Tel. 31381, ext. 44.

Special industrial machinery

3559555 — GREECE — Special industry machinery—Interested in glassmaking machinery & in machinery for recycling of glass. Interested in acting as agent on commission. Considered capable & meets obligations promptly. WTDR 1/75. Excl. agency. Reply to: George Makris, mgr., George A. Makris Enterprises, 23 Voucourestiou St., P.O. Box 699, Athens. Tel 527288; cable: Copamar-Athens.

3559585—EGYPT—Equip. to mfr. glass fiber from raw materials & subsequent fabrication equip. required form office furniture, pipe, small boats, tanks & auto bodies. Mansour is well known & highly respected local businessman. His brother, Outfi Mansour, is local agent for Chevrolet. Seeking possible joint venture. Write to or cable—Aly Mansour, 17 Kasr El Nil St., Cairo. Cable Alunitra, Cairo; tel 40176/948086.

Household appliances

36343XX—AUSTRALIA — Coffee makers —percolator & vacuum; waffle irons & griddles—electric. Small newly estab. distr. seeking electrical & battery operated goods & novelties. Imports from Taiwan, Hong Kong, Netherlands, W. Germany & Malaysia. Reply to—Mr. F. A. Durston, Propietor, Pixie Enterprises, P.O. Box 516, Port Pirie, South Australia 5540. Tel 086-34-3028.

3634378—UNITED KINGDOM — Home food dehydrators. Distr. & imports dehydrated foods of all descriptions; metal cans for packaging foods; plastic lids; plastic measuring cups & spoons; stone mill grain grinders; canning machinery; can labeling machinery & home dehydrators. Exports to EFTA & Common Market countries. Reply to—Mr. Eric W. Jackson, Chairman, Stow Away Foods Ltd., 1B Baker St., W1A 1AA. Tel: (01) 487 3317. Ref: United California Bank, 33 Moorgate, London EC2.

Railroad equipment

3743313—UNITED ARAB REPUBLIC—Supply 100 electric 3-car streetcar units; double end controlled, line voltage 600; D.C., track gauge 1M., minimum radius of curves 25 M., car width 2.5 M., provisional length of 3 car unit 40 m., max. gradient 4%, height of contact wire varies from 4.5 to 6.0 M. Units (formerly used in Los Angeles) to be used with existing P.C.C. & articulated tram cars of ckd tatra. 20% of total value of offer designated for spare parts. Ismail is former gen. mgr. of transportation affairs in Alexandria & Cairo. Firm well respected locally as engineers & consultants. Write or cable—Eng. Mohamed Tewfik Ismail, Servotec, 18 Abdel Aziz Gawish Str., Abdin, P.O.B. 2272, Cairo. Tel 24932.

Watches, clocks, parts

3873113—AUSTRALIA—Clocks — chime & strike. Small, newly estab. distr. seeking electrical & battery operated goods & novelties. Imports from Taiwan, Hong Kong, Netherlands, W. Germany & Malaysia. Reply to—Mr. F. A. Durston, Proprietor, Pixie Enterprises, P.O. Box 516, Port Pirie, South Australia 5540. Tel 086-34-3028.

Automobiles

6411XXX—OMAN—General Trading Co. (GETCO), a large importer/distributor in the Sultanate of Oman, seeks to become exclusive agent for U.S. automobile insurance company. Also interested in marine insurance. Interested companies should communicate directly with General Trading Co., P.O. Box 84, Muscat, Sultanate of Oman.

Visiting Buyers and Officials

TAIWAN—Edward Bee, Bee and Liang Co., Inc., Ltd., Taipei, is an importer of air traffic control systems and communications and marine equipment for several large government projects. He is interested in contacting **suppliers of marine engines as well as accessories and hardware for yacht building.** He may be contacted through Terry Rettig, Foreign Buyer Program, Room 2322, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-3265.

SWEDEN—Torbjorn Lofgren, representing Impulsregulator Trimerito AB/Innovare i Taby AB, Viggbyholmsvagen 75, S-183 64 Taby, is interested in setting up a business in either Cincinnati or New Orleans for **manufacture and/or distribution of an impulse shower** invented by him. Lofgren's firm develops such showers and alarm systems and provides related consulting services. He may be contacted directly or through Terry Rettig, address above.

JAPAN — Takashi Yamaguchi, Senior Manager, New Product Planning Office, Ishikawajima-Harima Heavy Industries Co., Shin-Ohtemachi Bldg., 2-1 Ohtemachi 2-chome, Chiyoda-ku, Tokyo, is **interested in importing technology from and/or exchanging technical information with American firms on anti-pollution, nonferrous metal smelting, and energy and resource-saving, under licensing.** Firm is major shipbuilder, also produces various industrial machinery, spacecraft and nuclear power equipment, and wants to diversify. Yamaguchi and two others will begin their visit to the U.S. in early May and will cover several cities. Their U.S. address is c/o Mr. Koichi Amani, IHI Representative Office, Suite 1101, One World Trade Center, New York, N.Y. 10048. For further assistance contact Terry Rettig, address above.

UNITED KINGDOM—Alan Moss, Director, Alan Moss & Co., 243 Woodcock Hill, Kenton, Midlesex England, is interested in talking with manufacturers of **metal ball-point pens** and machinery for same. Plans to be in U.S. in early May. For further information, contact Terry Rettig, address above.

Future Construction Abroad

ALGERIA — State Leather and Hide Monopoly is seeking qualified firms to bid on construction of turnkey **tannery plant.** Closing date for bids is July 31, offer remains valid 90 days past bid deadline. French tender documents cost DA 200 (US $48.79) and may be obtained from SONIPEC, 100 Rue de Tripoli, Hussein-Dey, Algiers. Cable: TAL AGLER; telex: 52832. Submit offers by registered mail to same address. Correspondence and offer in French required. All specifications metric. Interested companies also requested to inform the Economic/Commercial Section, American Embassy, Algiers, U.S. Department of State, Washington, D.C. 20520 and/or Andras F. Behr, CAGNE/BIC, U.S. Department of Commerce, Washington, D.C. 20230, 202-377-4441.

MOROCCO — Ministry of Agriculture is seeking bidders for a turnkey operation including supply and placing into operation of equipment, as well as construction of required buildings, for a **dairy plant** at Fquih Ben Salah. Bids may be either for whole project on turnkey basis or for supply and installation of one or more items of equipment. Deadline is June 15. Correspondence preferred in French. Interested firms should write Monsieur le President du Conseil a'Administration Societe Cooperative Agricole Laitiere "Halib Tadla" Service Agricole, O.R.M.V.A.T., Fquih Ben Salah, Morocco. For additional information concerning general conditions, specifications and formula for submission of bids, firms should contact Andras F. Behr (see above).

Important Notice

Most member countries of the League of Arab States employ a secondary boycott against foreign firms which undertake certain specific types of business relationships with the State of Israel. The Commerce Department will not disseminate or make available for inspection any tenders or trade opportunity documents which contain conditions intended to support such boycotts, or which are based on documents known to contain such provisions. Trade or investment opportunities published herein are not presently known to be subject to such conditions. However, it is possible that U.S. firms responding to opportunities from Arab countries may be asked at some stage of a transaction to participate in an Arab boycott-related restrictive trade practice as defined in the Department's Export Administration Regulations (15 CFR, Part 369 et. seq.).

Firms are reminded that pursuant to Section 3(5) of the Export Administration Act of 1969, as amended, it is the policy of the United States (a) to oppose restrictive trade practices or boycotts fostered or imposed by foreign countries against other countries friendly to the United States, and (b) to encourage and request U.S. concerns engaged in the export of articles, materials, supplies, or information to refuse to take any action, including the furnishing of information or the signing of agreements, which has the effect of furthering or supporting such restrictive trade practices or boycotts. Accordingly, U.S. concerns receiving such requests to participate in a restrictive trade practice or boycott are encouraged and requested to refuse to comply with them.

Firms are further reminded that U.S. concerns receiving requests to participate in a restrictive trade practice or boycott must report such receipt to the Department of Commerce in accordance with Section 369.4 of the above-cited regulations.

SYRIA—General Organization for Sugar (GOS) reportedly wishes to establish **three model sugar beet farms,** each with area of 1000-2000 hectares. Purposes of farms is to train Syrian farmers in modern agricultural methods and in use of modern equipment. Assumed that GOS is interested in obtaining foreign help in all phases of project: design, construction, financing, training, equipment, etc. Interested firms contact the General Organization for Sugar, P.O. Box 429, Homs, Syria, or Mr. Abdul Rahman Attar, Attar Brothers Engineering, P.O. Box 2771, Damascus, telex: 11023 SY. Firms are also requested to inform Economic/Commercial Section, American Embassy, Damascus, c/o U.S. Department of State, Washington, D.C. 20520, and/or Andras F. Behr (see above).

YEMEN ARAB REPUBLIC — Government is planning to build a **tomato paste factory** based on locally available fresh tomatoes and is seeking general contractors to bid on plant construction and supply of machinery for preparation and canning of tomato paste. Plant should have annual capacity of 1,500 metric tons. Bidders expected to provide complete layout plan for factory, including construction and building proposals. Some training also expected. Offers may be written in English and, no later than June 15, addressed to H. E. Ali Lutf al-Thor, Minister of Economy, P.O. Box 607, Sana. Supplementary information may be obtained either from the above address or from Andras F. Behr (address above).

YEMEN ARAB REPUBLIC — Applications invited from firms wishing to consider tendering for **construction of irrigation works** in Wadi Zabid area. Estimated cost of contract $6-7 million. Work includes construction of new canal sections and remodeling of old sections, construction of appurtenant structures and diversion channels, installation of gates and hoists and other work necessary for renovation and improvement of existing irrigation system. Correspondence may be in English; application deadline June 10. Telex, cable or write: Engineer, Tihama Development Authority, Tipton & Kalmbach, Inc. P.O. Box 3766, Hodep, Yemen Arab Republic. Telex: 504 BAHAJ YE (HODEIDA) Cable: TUPYEM HODEIDA. Additional information available from Andras F. Behr, address above. OPIC.

YEMEN ARAB REPUBLIC — Government is planning to build a **factory to refine beet sugar** in Taiz area. Physical plant (including power plant) and equipment being tendered at same time. Will have annual capacity of 100,000 tons. Bidders expected to specify delivery schedule along with complete layout plan for factory including construction and building proposals, equipment proposals, etc. Some training also expected. Offers may be written in English; deadline June 15. H. E. Ali Lutf al-Thor, Minister of Economy, P.O. Box 607, Sana. Additional details may be obtained from Andras F. Behr (address above). Interested firms alos requested to inform Economic/Commercial Section, American Embassy, Sana, c/o U.S. Department of State, Washington, D.C. 20520, and/or Andras F. Behr (address above). OPIC.

DOMINICAN REPUBLIC — Secretariat of Public Health is planning construction of a **300-bed hospital** near the Herrera Industrial Zone in western Santo Domingo. Cost not revealed, but it will be multi-million dollar project. U.S. suppliers of medical equipment, instruments and supplies; laboratory equipment; X-ray apparatus; hospital beds; hospital sheets, and hospital utensils, contact Dr. Carlos M. Rojas Badia, Secretario de Estado de Salud Publica, Secretaria de Estado de Salud Publica y Prevision Social, Ensanche La Fe, Santo Domingo. OPIC.

GHANA—Government intends joint venture with competent and reputable partner(s) to undertake detailed technical and economic feasibility of establishing a **Free Industrial/Export Zone.** Later phases include design and planning, construction, and operation and management. Interested companies submit proposals by May 31, including approach, estimates of duration and costs for each phase, background information on firm and its proposed resident technical project director and other key personnel, list of similar projects undertaken in past, and relevant references. Address all correspondence to: The Executive Chairman, Capital Investment Board, P.O. Box M. 193, Accra, or The Senior Principal Secretary, Ministry of Trade and Tourism, P.O. Box M. 47, Accra, or The Director, Ghana Investment Centre, Bockenheimer Landstrasse 43, 6 Frankfurt am Main, West Germany. OPIC.

HONG KONG — Lam Woo & Co., 406 Gloucester Bldg., Hong Kong, has applied to Public Works Dept., Hong Kong Government, to bid for **roof structure of Hung Hom indoor stadium.** Mr. Lam Chik Suen, owner of Lam Woo & Co., is seeking joint venture with U.S. building contractor able to build project: Roof shall be of steel double deck pace structure, **306 ft. x 306 ft.**, height 18 ft., 75 ft. above floor. Design calculations shall be in accordance with British standard 499: 1969, use of structural steel in building. Loading shall include: (I) Super imposed load 10 lbs. per sq ft. (II) Wing load to Hong Kong code of practices: horizontal load on vertical projection—50 lbs. per sq. ft.; upward suction of roof surface—60 lbs. per sq. ft.; horizontal drag on roof surface—5 lbs. per sq. ft. (III) Allowance for catwalks, lighting platforms, score board frames, electrical services, etc. (IV) Weight of roofing, insulation, air-conditioning plant, hoist, etc. as per drawings A/76954A and A/76955. (V) Self weight of structure as designed. Roof structure shall be simply supported all round along perimeter of grandstand of stadium. Supports should be capable of transiting horizontal wind load to grandstand but allow roof structure to move under temperature changes. All structural grade steel shall conform with latest relevant British standards. All steel work should be blast clean and painted with one coat of zinc rich epoxy primer not thinner than 65 mil in. in dry thickness or other approved methods of rust prevention before assembly. Tender for roof structure will probably include supply and fixing roof cladding and finishes, insulations, catwalks, lighting platforms, score-board frames, etc., but will exclude any services, ducting and plant. Floor system at podium and arena area has been designed for superimposed load of 500 lbs. per sq. ft. Exceptionally heavy equipment, jacking points, etc., shall be located directly over columns. Full wing effects to local code of practice shall be considered during course of erection at all stages. Roof will be constructed before main building contract and be temporarily supported by towers on the existing columns, then remain on high level and be lowered down to final supports when grandstand completed. Start of construction of roof scheduled for June. Invitation for tender and start of construction of main building scheduled for October 1976 and January 1977, respectively. Structural frame of grandstand expected to be completed by end of June 1978. Lam Woo & Co. has submitted application for prequalification and will tender in October 1976 for January 1977 start of construction even if U.S. partner or suppliers cannot be found. Interested firms should contact Mr. Lam Chik Suen as soon as possible and if not interested in joint venture, Mr. Suen would appreciate quotes on prefabricated portions of roof structure.

The Overseas Private Investment Corp. (OPIC) offers political risk insurance to U.S. construction firms planning to submit bids on projects in certain developing countries, identified by the "OPIC" notation at the end of some items. For further information on OPIC's construction insurance program, write Information Officer, Overseas Private Investment Corp., Washington, D.C. 20527. Tel: 202-632-1854.

IRAN—Final decision will be made later this Iranian year (March 21, 1976—March 20, 1977) whether or not to authorize letting a tender for supply, erection and equipping of second **power station** for 46 MW at the LAR multipurpose dam being built by Tehran Regional Water Board (TRWB). Interested American contractors must be registered with Plan and Budget Organization, Kushk Ave., Tehran, to prequalify. Firms may also communicate with Tehran Regional Water Board, Attn: Mr. Alireza Omouni, Project Manager, Meidan 24th Esfand, 5th floor, Tehran, or consulting engineer, Sir Alexander Gibb, Attn: Mr. Ipye, Avenue Bucharest, 32 Kutche 14, Tehran, Telephone: 626226, 626871, 624595. OPIC.

IRAN—The Director General for Water Projects, Albert Bavi, recently announced that Ministry of Energy has **postponed construction of four dams** (Nadershah, Torgh, Kardeh, Taleghan) until at least next Iranian year (March 21, 1977—March 20, 1978). Tenders for two other dams (Ares and Saveh) will also not be let until next Iranian year. OPIC.

SUBSCRIPTION ORDER FORM

ENTER MY SUBSCRIPTION TO Commerce America
at $29.80. Add $7.45 for foreign mailing. No additional postage is required for mailing within the United States and its possessions.

☐ Remittance Enclosed **(Make checks payable to Superintendent of Documents)**

☐ Charge to my Deposit Account No.

Send Subscription to:

NAME–FIRST, LAST

COMPANY NAME OR ADDITIONAL ADDRESS LINE

STREET ADDRESS

CITY

STATE

ZIP CODE

PLEASE PRINT

MAIL ORDER FORM TO:
Superintendent of Documents
Government Printing Office
Washington, D.C. 20402

☆ U.S. Government Printing Office: 1976, 210-924/22

Commerce Building 14th Street and Constitution Ave., NW.,
Washington, D.C. 20230, (202) 377-2000

U.S. DEPARTMENT OF COMMERCE

ELLIOT L. RICHARDSON, Secretary of Commerce **JAMES A. BAKER, III,** Under Secretary of Commerce

Secretarial Officers

Donald E. Johnson, Acting Asst. Secretary for Domestic and International Business

Robert J. Blackwell, Asst. Secretary for Maritime Affairs (Maritime Administration)

Richard G. Darman, Asst. Secretary for Policy

Joseph E. Kasputys, Asst. Secretary for Administration

Creighton Holden, Asst. Secretary for Tourism (U.S. Travel Service)

John T. Smith, II, General Counsel

Betsy Ancker-Johnson, Asst. Secretary for Science and Technology

Wilmer D. Mizell, Asst. Secretary for Economic Development

Heads of Operating Units

Robert M. White, National Oceanic and Atmospheric Administration

Vincent P. Barabba, Bureau of the Census

John M. Richardson, Acting, Office of Telecommunications

Howard D. Tipton, National Fire Prevention and Control Administration

George Jaszi, Bureau of Economic Analysis

Robert E. Shepherd, Office of Energy Policy and Programs

John P. Kearney, Ombudsman for Business

William T. Knox, National Technical Information Service

C. Marshall Dann, Patent and Trademark Office

Ernest Ambler, Acting, National Bureau of Standards

Alex M. Armendaris, Minority Business Enterprise

Regional Secretarial Representatives

Michael A. McManus, Jr., New York City

Charles Day, Philadelphia

Richard L. Heffner, Atlanta

Daniel A. Cronin, Jr., Boston

Robert J. Hitt, San Francisco

Dr. Gayle P. W. Jackson, Kansas City

John R. Bermingham, Denver

Fred Shanaman, Jr., Seattle

James P. Stirling, Chicago

District Offices

Albuquerque, N.M., 87101, Room 316, U.S. Courthouse (505) 766-2386.

Anchorage, 99501, 632 Sixth Ave., Hill Bldg., Suite 412 (907) 265-5307.

Atlanta, 30309, Suite 600, 1365 Peachtree St., N.E. (404) 526-6000.

Baltimore, 21202, 415 U.S. Customhouse, Gay and Lombard Sts. (301) 962-3560.

Birmingham, Ala., 35205, Suite 200-201. 908 S. 20th St. (205) 254-1331.

Boston, 02116, 10th Floor, 441 Stuart St. (617) 223-2312.

Buffalo, N.Y., 14202, Room 1312, Federal Bldg., 111 W. Huron St. (716) 842-3208.

Charleston, W.Va., 25301, 3000 New Federal Office Bldg., 500 Quarrier St. (304) 343-6181, Ext. 375.

Cheyenne, Wyo., 82001, 6022 O'Mahoney Federal Center, 2120 Capitol Ave. (307) 778-2151.

Chicago, 60603, Room 1406, Mid-Continental Plaza Bldg., 55 E. Monroe St. (312) 353-4450.

Cincinnati, 45202, 10504 Federal Office Bldg., 550 Main St. (513) 684-2944.

Cleveland, 44114, Room 600, 666 Euclid Ave. (216) 522-4750.

Columbia, S.C., 29204, Forest Center, 2611 Forest Dr. (803) 765-5345.

Dallas, 75242, Room 7A5, 1100 Commerce St. (214) 749-1515.

Denver, 80202, Room 165, New Custom House, 19th and Stout Sts. (303) 837-3246.

Des Moines, Iowa, 50309, 609 Federal Bldg., 210 Walnut St. (515) 284-4222.

Detroit, 48226, 445 Federal Bldg., 231 W. Lafayette (313) 226-3650.

Greensboro, N.C. 27402, 203 Federal Bldg., W. Market St., P.O. Box 1950. (919) 275-9111, Ext. 345.

Hartford, Conn., 06103, Room 610-B, Federal Office Bldg., 450 Main St. (203) 244-3530.

Honolulu, 96813, 286 Alexander Young Bldg., 1015 Bishop St. (808) 546-8694.

Houston, 77002, 1017 Old Federal Bldg., 201 Fannin St. (713) 226-4231.

Indianapolis, 46204, 357 U.S. Courthouse & Federal Office Bldg., 46 E. Ohio St. (317) 269-6214.

Los Angeles, 90049, Room 800, 11777 San Vicente Blvd. (213)824-7591

Memphis, 38103, Room 710, 147 Jefferson Ave., (901) 534-3213.

Miami, 33130, Rm. 821, City National Bank Bldg., 25 W. Flagler St. (305) 350-5267.

Milwaukee, 53202, 605 Federal Office Bldg., 517 E. Wisconsin Ave. (414) 224-3473.

Minneapolis, 55401, 218 Federal Bldg., 110 S. Fourth St. (612) 725-2133.

New Orleans, 70130, Room 432, International Trade Mart, 2 Canal St. (504) 589-6546.

New York, 10007, 37th Floor, Federal Office Bldg., 26 Federal Plaza, Foley Sq. (212) 264-0634.

Newark, N.J., 07102, Gateway Bldg. (4th floor) Market St. & Penn Plaza (201) 645-6214.

Omaha, Neb., 68102, 1815 Capitol Ave., Suite 703A (402) 221-3665.

Philadelphia, 19106, 9448 Federal Bldg., 600 Arch St. (215) 597-2850.

Phoenix, Ariz., 85004, 508 Greater Arizona Savings Bldg., 112 N. Central Ave. (602) 261-3285.

Pittsburgh, 15222, 2002 Federal Bldg., 1000 Liberty Ave. (412) 644-2850.

Portland, Ore., 97204, Room 618, 1220 S.W. Third Ave. (503) 221-3001.

Reno, Nev., 89502, 2028 Federal Bldg. 300 Booth St. (702) 784-5203.

Richmond, Va., 23240, 8010 Federal Bldg., 400 N. 8th St. (804) 782-2246.

St. Louis, 63105, 120 S. Central Ave. (314) 425-3302.

Salt Lake City, 84138, 1203 Federal Bldg., 125 S. State St. (801) 524-5116.

San Francisco, 94102, Federal Bldg., Box 36013, 450 Golden Gate Ave., (415) 556-5860.

San Juan, P.R., 00902, Room 100, Post Office Bldg. (809) 723-4640.

Savannah, 31402, 235 U.S. Courthouse and Post Office Bldg., 125-29 Bull St. (912) 232-4321, Ext. 204.

Seattle, 98109, 706 Lake Union Bldg., 1700 Westlake Ave. North (206) 442-5615.

UNITED STATES
GOVERNMENT PRINTING OFFICE
DIVISION OF PUBLIC DOCUMENTS
WASHINGTON, D.C. 20402

OFFICIAL BUSINESS

POSTAGE AND FEES PAID
U.S. GOVERNMENT PRINTING OFFICE
First-Class Mail

U.S.MAIL

CRTD SERIA300SA R 1
SERIALS DEPT
XEROX UNIV MICROFILM
300 N ZEEB RD
ANN ARBOR MI 48106

Telephone Directory of Country Marketing Managers

Commercial and economic information on most trading partners of the United States is available from the Bureau of International Commerce, U.S. Department of Commerce.

The Bureau is organized geographically with a Country Marketing Manager responsible for a country or group of countries as listed below. Assistance or information about marketing in these countries may be obtained by dialing these key people directly: **202-377** plus the given extension.

Africa (sub-Sahara)	**4927**
Europe	
France and Benelux Countries	**4504**
Germany and Austria	**5228**
Italy, Greece and Turkey	**3944**
Nordic Countries	**3848**
Spain, Portugal, Switzerland and Yugoslavia	**2795**
United Kingdom and Canada	**4421**
Far East	
Australia and New Zealand	**3646**
East Asia and the Pacific	**5401**
Japan	**2425**
South Asia	**2522**
Latin America	
Brazil, Argentina, Paraguay and Uruguay	**5427**
Mexico, Central America and Panama	**2314**
Remainder of South America and Caribbean Countries	**2995**

Special units within the Department of Commerce have been created to deal with particular marketing situations:

Commerce Action Group for the Near East

North Africa	**5737**
Near East	
Bahrain, Iraq, Jordan, Kuwait, Lebanon, Oman, Peoples Democratic Republic of Yemen, Qatar, Saudi Arabia, Syria, United Arab Emirates, Yemen Arab Republic	**5767**
Iran, Israel, Egypt	**3752**

Bureau of East West Trade

Eastern Europe	**2645**
USSR	**4655**
People's Republic of China	**3583**